

# GRAIN & FEED JOURNALS

## CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

### In This Number

Sell Safety to Farmers

Handling Sidelines Efficiently

Overbidding, Cause and Remedy

Indiana Dealers' Progressive Legislative Program

Brokerage Firm Not Liable for Treble Damages Under Illinois Statute

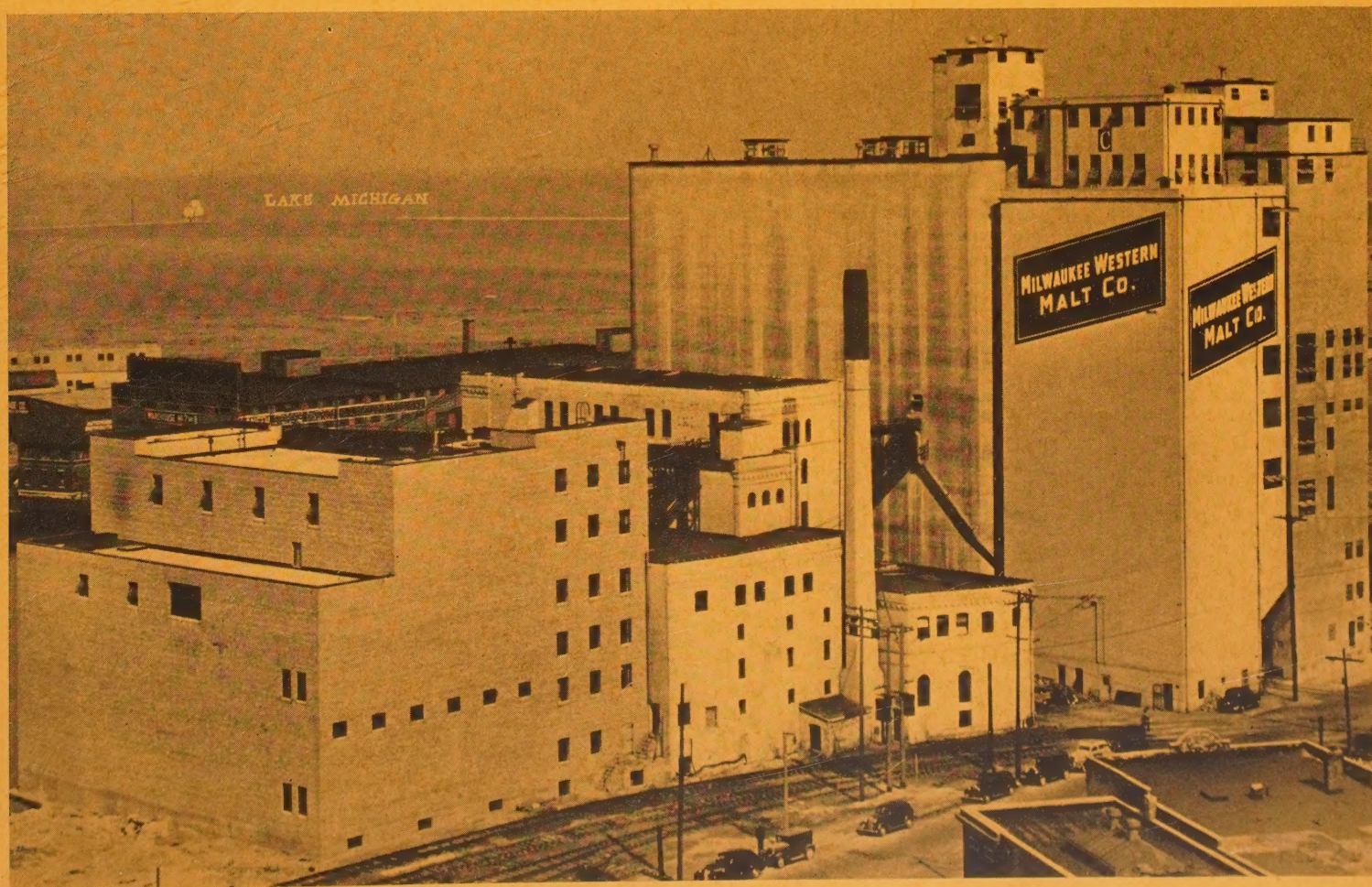
Hedging by Country Elevators

N-W Feed Men at Mankato

National Affairs and Retail Feed Men

Field Seed Group Condemn Government Distribution of Seeds

Fair Trade Practice Under California Law



New Elevator and Malt House of the Milwaukee-Western Malt Co., at Milwaukee  
[For description see page 64]



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

## AMARILLO, TEXAS

### Grain Exchange Members

Burrus Panhandle Elevators, public storage-ndsing.\*  
Great West Mill & Elevator Co., millers, grain dealers.\*  
Hardeman-King Co., grain seeds, feed mfrs.\*  
Henneman Grain & Seed Co., seeds and grain.\*  
Kearns Grain & Seed Co., grain-field seeds.\*  
Martin-Lane Grain Co., grain and public storage  
Producers Grain Corp., federal bonded warehouse  
Stone, Lester, grain merchant.

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### Chamber of Commerce Members

Beer & Co., Inc., E. H., grain, hay, seeds.\*

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### Corn Exchange Members

American Elvtr. & Grain Div., recrs., shprs., consmts.\*  
Cargill, Incorporated, grain merchants.\*  
McConnell, E. E., consignments, brokerage.\*  
Lewis Grain Corporation, consignments.\*  
McKillop, Inc., J. G., consignments.\*  
Provost, S. E., grain and feed broker.\*  
Wood Grain Corp., consignments, brokerage.\*

## BURLINGTON, IOWA

### Member Chicago Board of Trade

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Piper Grain & Mfg. Co., receivers and shippers.\*  
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### Board of Trade Members

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Bartlett-Frazier Co., grain merchants.\*  
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Harris, Burrows & Hicks, grain & prov. futures.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Norris Grain Co., grain merchants.\*  
Quaker Oats Co., grain merchants.

## CLEVELAND, OHIO

The Bailey Cain Co., shpr. grain, mill'd, oil, c.s. meal.\*  
The Cleveland Grain Co., home office.\*

## COLUMBUS, OHIO

Cummings & McAllister, brokers grain, feed, oil.\*  
Dill Grain Co., L. J., mchts.-brokers, grain, beans, feeds.

## CINCINNATI, OHIO

The Early & Daniel Co., grain and feed service.\*

## DALLAS, TEXAS

Crouch Grain Co., J. O., buyers wheat, corn, oats.\*

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Baldwin Elevator Co., grain merchants.\*  
Evans Elevator Co., grain, Chicago B. of T. Members.\*

## DENVER, COLO.

### Grain Exchange Members

The Houlton Grain Co., grain merchants.\*  
Intermountain Elevator Co., recvrs., shprs., consignments.\*  
The Trinidad Bean & Elev. Co., grain, beans, peas.\*

\*Members Grain & Feed Dealers National Assn.

## ENID, OKLA.

### Board of Trade Members

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Fenquay Grain Co., optrs., country elvtrs., gr. mdsg.\*  
General Grain Co., term. elvtr., gr. merchants.\*  
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Salina Terminal Elvtr., optrs. Southwest Term. Elvtr.

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### Grain and Cotton Exchange Members

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Brackett Grain Co., brokerage, consignments.\*  
Carter Grain Co., C. M., brokerage and consignments.\*  
Lone Star Elevators, public storage-merchandising.  
Rogers Co., E. M., brokerage and consignments.\*  
Transit Gr. & Comm. Co., consignments-brokerage.\*

## HUTCHINSON, KAN.

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Smoot Grain Co., oper. Grain Belt Elevator.\*

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### Board of Trade Members

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### Board of Trade Members

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Davis-Noland-Merrill Grain Co., grain mchts.\*  
The Kansas Elevator Co., mlg. wheat, corn, oats, barley.\*  
Meservey-O'Sullivan Grain Co., gr. mchts., consgmts.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Rahn Grain Co., J. E., cash commission merchants.\*  
Secular Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Grain Co., grain merchants.\*  
Vanderslice-Lynds Co., kafir, mlo, consignments.\*  
Wolcott & Lincoln, Inc., consignments.\*

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Cargill, Incorporated, milling wheat.\*  
Hallett & Carey Co., grain merchants.\*  
Hinwatha Grain Co., screenings.\*  
Scroggins Grain Co., grain merchants.\*

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### Grain Exchange Members

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Udpike Grain Corp., receivers & shippers.\*

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## PEORIA, ILL.

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Cole Grain Co., Geo. W., receivers and shippers.  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*

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## PITTSBURGH, PA.

### Member Grain and Hay Exchange

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Balbach, Paul A., grain buyers, all markets.

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Stratton Grain Co., grain merchants.\*

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Jostes-Lusk Grain Co., grain merchants-consignments.\*  
Knowlton Grain Co., wide awake grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Mullally-Evans Co., everything in grain.\*  
Nanson Commission Co., grain commission.\*  
Schwarz Grain Co., grain dealers, consignments.\*  
Teasdale Comm. Co., J. H., consignments solicited.\*  
Terminal Grain Co., grain, soybeans, consignments.\*

## SALINA, KANS.

Eberhardt-Simpson Grain Co., general mchts.\*  
Smoot Grain Co., oper. Salina Terminal Elevator.\*

## SIDNEY, OHIO

Wells Co., The J. E., wholesale grain.\*

## SIoux CITY, IOWA

### Grain Exchange Members

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Rice Grain Co., "Oats Specialists."\*  
Southworth Grain Co., consignments, futures.

## TOPEKA, KANSAS

Derby Grain Co., general grain merchants.\*

## WELLINGTON, KANS.

Wolcott & Lincoln, Inc., oper. Wellington Term. Elvtr.

## WICHITA, KANS.

### Board of Trade Members

Craig Grain Co., wheat specialists, consignments.  
Smith-McLinden Grain Co., wheat, corn, grains, feeds.  
Wallingford Grain Corp., Sam P., grain and storage.\*  
Wichita Terminal Elvtr. Co., gen'l elvtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.\*

Grain & Feed Journals Consolidated, a merger of Grain Dealers Journal (Est. 1898), American Elevator & Grain Trade (Est. 1882), Grain World (Est. 1928), and Price-Current-Grain Reporter (Est. 1884). Published on the 2nd and 4th Wednesday of each month in the interest of progressive wholesalers in grain, feed, and field seed. 332 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year, 25c per copy. Entered as second class matter November 27, 1930, at the Post Office at Chicago, Ill., under the act of March 3, 1879. Vol. LXXXII. No. 2. January 25, 1939.

Use Universal Grain Code and Reduce Your Telegraph Tolls



Board of Trade  
Members**CHICAGO**Board of Trade  
Members**LAMSON BROS. & CO.**

2200 Board of Trade

Established 1874

Chicago, Ill.

*"65 years of continuous service in the grain trade."*GRAIN - STOCKS  
BONDS - COTTON  
BUTTER - EGGS  
PROVISIONS**E. W. BAILEY & CO.**

COMMISSION MERCHANTS

GRAIN, SEEDS AND PROVISIONS

1142-44 Board of Trade, CHICAGO

**JAMES E. BENNETT & CO.**

ESTABLISHED 1880

332 So. La Salle St., CHICAGO, ILL.

CONSIGNMENTS AND FUTURES ORDERS SOLICITED IN ALL PRINCIPAL MARKETS

KANSAS CITY  
Board of TradeST. LOUIS  
Merchants ExchangePEORIA  
Board of TradeCAIRO  
Board of TradeINDIANAPOLIS  
Board of TradeMINNEAPOLIS  
Chamber of Commerce**ASK FOR BIDS**  
Wheat — Corn — Barley  
Rye — Oats — Soy Beans**HARRIS, BURROWS & HICKS**

135 South La Salle Street, CHICAGO

—

ST. PAUL

MINNEAPOLIS

NEW YORK

Members Principal Stock and Grain Exchanges

We Specialize in Hedging and Spreading Operations

**Clark's Car Load  
Grain Tables**

Eighth edition, extended to show bushels in largest carloads, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000	to 129,950 lbs.	to bushels of 32 lbs.
20,000	" 74,950 "	" 34 "
20,000	" 118,950 "	" 48 "
20,000	" 140,950 "	" 56 "
20,000	" 140,950 "	" 60 "

Pounds in red ink; bushels in black, 48 pages. Linen ledger paper reinforced, bound in keratol with marginal index. Weight, 8 oz.

Price \$2.50 at Chicago

**GRAIN & FEED JOURNALS**  
Consolidated

332 So. La Salle St., Chicago

**CONTINENTAL GRAIN COMPANY**332 SOUTH LA SALLE STREET, CHICAGO  
PRODUCE EXCHANGE, NEW YORK**RECEIVERS — SHIPPERS — EXPORTERS**

MEMBERS OF ALL LEADING COMMODITY EXCHANGES

**TERMINAL ELEVATORS**

CHICAGO • ST. LOUIS • PEORIA • KANSAS CITY • OMAHA

**THE QUAKER OATS COMPANY**

BUYERS OF

**Oats Corn Wheat Barley**Cedar Rapids,  
Ia.Ft. Dodge,  
Ia.Akron,  
OhioSt. Joseph,  
Mo.

CHICAGO, ILLINOIS

**Hedging by Dealing  
in Grain Futures**

By G. Wright Hoffman, Ph.D.

A subject of much interest to all handlers of grain; not a fragmentary discussion but a presentation of the subject in a comprehensive and scientific manner.

This book, bound in cloth, 141 pages, includes, besides an extensive bibliography, chapters on: The Development of Futures Trading and the Practice of Hedging; The Theory of Hedging; Limitations Affecting Hedging; The Extent of Hedging; Extension of the Principle of Hedging.

This is a valuable book and will be worth to you many times its cost.

Price \$2.00 f. o. b. Chicago

**GRAIN & FEED JOURNALS**

Consolidated

332 S. La Salle St.

Chicago, Ill.

**The Grain Trade's**accepted medium for "Wanted" and "For Sale" advertisements  
is the semi-monthly Grain & Feed Journals Consolidated.



## RECEIVERS, SHIPPERS AND BROKERS

### LANGENBERG BROS. GRAIN COMPANY

Established 1877  
ST. LOUIS NEW ORLEANS

### Nanson Commission Co.

Grain—Hay—Seeds  
202 Merchants Exchange Bldg.  
ST. LOUIS, MO.

### E. H. BEER & CO., INC.

Successors to  
Chas. England & Co., Inc.  
GRAIN—HAY—SEEDS  
Commission Merchants  
308-310 Chamber of Commerce, Baltimore

RECEIVERS GRAIN SHIPPERS

• W. W. DEWEY & SONS •  
CONSIGN TO DEWEY  
PEORIA

Say you saw it in the

### Journal

When you write our advertisers  
Thanks

### Geo. E. Rogers & Co.

WABASH BUILDING, PITTSBURGH, PA.  
RECEIVERS—SHIPPERS  
GRAIN—HAY—MILLFEED—FLOUR

### Everytime

you mention the semi-monthly Grain & Feed Journals to an advertiser, you encourage him to make good on his advertised claims.

## GRAIN ELEVATOR BUILDERS

### The Barnett & Record Company

DESIGNERS  
Grain Elevators

MINNEAPOLIS, MINN.  
Mill Buildings

BUILDERS  
Industrial Plants

### WE BUILD GRAIN STORAGE

29 Years' Experience  
Send us your inquiries  
POLK GENUNG POLK COMPANY  
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### HOGENSON

Construction Co.  
Designers and Builders  
Elevators, Feed Mills, Warehouses  
REMODELING  
Corn Exchange Bldg. MINNEAPOLIS, MINN

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WRITE—WIRE—PHONE  
EIKENBERRY CONSTRUCTION CO.  
BLOOMINGTON, ILL.  
Builders and Equipment Jobbers

### ORA LONG

PERRY, KANSAS

Builder of  
BETTER GRAIN ELEVATORS  
Remodeling and Waterproof Pits

If What You Want you see  
advertised, tell the advertiser.  
If Not—Tell the Journal.

### T.E. IBBERTSON CO.

### GRAIN ELEVATOR BUILDERS

Feed Mills Coal Plants  
Repairing and Remodeling

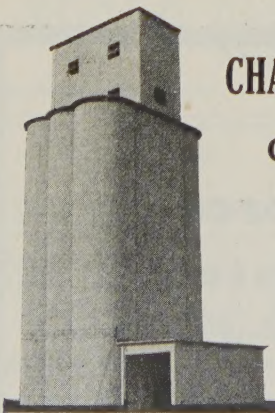
MINNEAPOLIS MINNESOTA

### TILLOTSON CONSTRUCTION CO.



FORMERLY THE  
VAN NESS  
CONSTRUCTION CO.  
OMAHA, NEBRASKA  
Building or Modernizing  
Prompt Service  
In 8 Surrounding States

I always appreciated reading the Journals.—W. H. Hines, Hope, Kan.



### CHALMERS & BORTON

CONTRACTORS  
AND  
ENGINEERS

HUTCHINSON,  
KANSAS



## DO IT NOW

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain & Feed Journals Consolidated. It reaches them twice each month.



## GRAIN ELEVATOR BUILDERS

### HORNER & WYATT

*Engineers*

Designers of Grain Elevators  
and Feed Mills

Power Problems a Specialty

470 BOARD OF TRADE KANSAS CITY, MO.

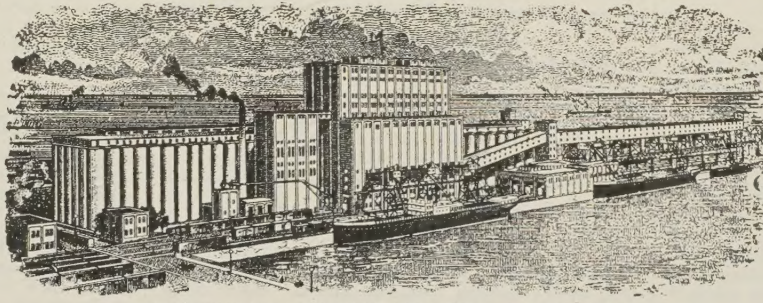
### ZELNY Thermometer System

*Protects Your Grain*

Estimates cheerfully given.  
Write us for catalog No. 6.

**Zelny Thermometer Co.**  
542 S. DEARBORN ST. CHICAGO, ILL.

Capacity  
5,000,000  
Bushels

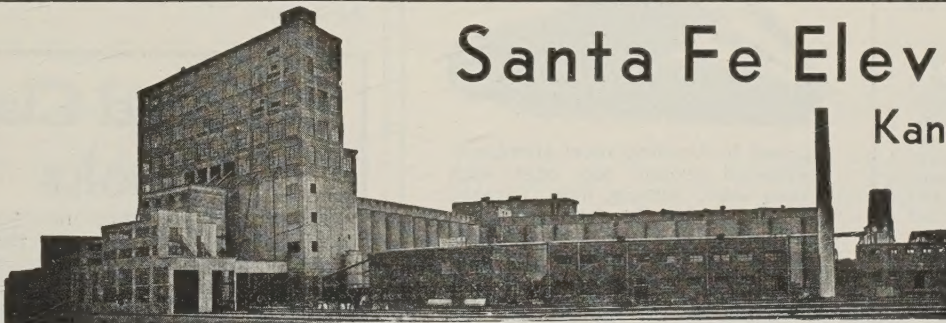


Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

### JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS  
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS



### Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
10,500,000 Bushels

### JOHN S. METCALF CO.

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd.

460 St. Helen St., Montreal  
12-15 Dartmouth Street, London, England

837 W. Hastings St., Vancouver, B. C.

### Jones - Hettelsater Construction Co.

Mutual Building — — Kansas City, Mo.

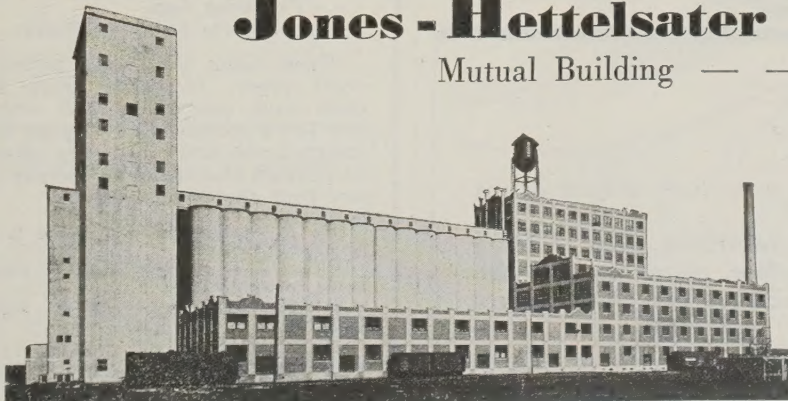
*Designers and Builders*  
Grain Elevators  
Feed and Flour Mills

Pillsbury Flour Mills Co.  
Springfield, Ill.

1,000,000 bus. Elevator

8 Story Flour Mill — 4 Story Cereal Mill  
2 Story Warehouse

designed and constructed by us under a  
single contract.





# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**OHIO**—Modern elevator for sale, in the heart of the Miami Valley, a fine grain territory, building and machinery in excellent condition; 75,000 bu. capacity; owners wish to retire; will sell at a bargain. Address Box 561, Piqua, Ohio.

**EASTERN OKLAHOMA**—Modern, electrically equipped elevator; 17,000 bu. capacity; basement under entire elevator; all new machinery; warehouse 100x24 ft.; located on MK&T and Frisco Rys. County seat, best grain belt. Vinita Hay & Grain Co., Vinita, Okla.

**GRAIN ELEVATOR** for sale, doing good business; located central Indiana; has full side lines, including grinders and mixer; terms; inventory cash; buildings, machinery and real estate on convenient monthly payments; reason for selling: other business. Riley Sinder, Noblesville, Ind.

**OHIO**—Modern, fully equipped elevator located in good grain and feed territory; capacity 7,500 bu.; on main line of railroad; grain drier; new Kelley Duplex hammermill; 1½ ton Kelley Duplex mixer (new); corn cracker; building and machinery in A-1 condition; reason for selling: other business. Address 82B2, Grain & Feed Journals, Chicago.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**SOUTHEAST MISSOURI**—A very modern plant, with all buildings and machinery about 2 years old; very good condition; 9 bins, slatted cribs, seed house, manlift, galvanized iron construction; 20,000 bus. capacity. In one of best grain territories in this section of the state; good office, scales and all other accessories necessary for this business. Business well established and will make good grain man money. Investment about \$14,500. Reason for selling: poor health. Box 515, Malden, Missouri.

## ELEVATORS WANTED

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATOR FOR SALE OR RENT

**FOR SALE OR RENT**—30,000 bu. grain elevator with warehouse, coal sheds and corn crib, located at West Concord, Dodge County, Minn. W. E. Glarner, West Concord, Minn.

## FEED MILL FOR SALE

**FOR SALE**—Feed Mill, size 40x62; gas station and store included, 10 room modern house and garage, poultry house 12x60 and 2 acres; on route No. 322, in dairy and poultry territory. Ruffs Feed Service, Windsor, Ashtabula County, Ohio.

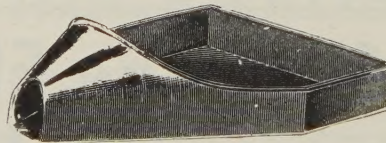
## MILL FOR SALE

**NORTHWESTERN OHIO**—100 bbl. long system roller mill, 15,000 bu. storage; in best wheat and feeding section; new 16" hammermill and mixer just installed; 125 h.p. oil engine; illness and other business reason for selling. Address 82B5, Grain & Feed Journals, Chicago.

## SEEDS FOR SALE

**FARM SEEDS**—Iowa 939 Hybrid seed corn; also open pollinated varieties, six thousand bushels German millet seed, Wisconsin 38 barley; sweet clovers, Hubam, alfalfa; other farm seeds; special price to dealers. Allen Joslin Seed Farm, Holstein, Iowa.

## SAMPLE PANS



Formed by bending sheet aluminum, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of aluminum will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, 2¼x12x16½", \$2.00;  
Seed Size, 1½x9x11", \$1.65, at Chicago.

**GRAIN & FEED JOURNALS**  
Consolidated  
332 So. La Salle St., Chicago, Ill.

## SITUATION WANTED

**WANTED**—Position as manager of line company; three years' experience; have handled side lines; married; any line company considered. Address 82B7, Grain & Feed Journals, Chicago.

**WANTED**—Position as manager of farmers elevator company; 15 years' experience, grain and all side lines; good record; will come at once for personal interview. Address Box 81Y8, Grain & Feed Journals, Chicago.

**WANTED**—Position as manager of country elevator for farmer, line or individual company; thoroughly experienced in all branches of elevator business; reliable; excellent references. Address 82A11, Grain & Feed Journals, Chicago.

## BUSINESS OPPORTUNITIES

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

**WHENEVER THERE** is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted—For Sale" columns of the Journal.

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your return by helping you to prove your claims and by helping the claim agent to justify payment.

A is for Loss of Weight in Transit Claims.  
B—Loss in Market Value Due to Delay in Transit.  
C—Loss in Quality Due to Delay in Transit.  
D—Loss in Market Value Due to Delay in Furnishing Cars.  
E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00. Weight 3 lbs.  
411-E contains 100 sets all Form E. Price, \$2.00.

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

**Grain & Feed Journals**  
CONSOLIDATED

332 South La Salle St. Chicago, Ill.

## KEEP POSTED

**GRAIN & FEED JOURNALS**  
CONSOLIDATED

332 So. La Salle St., Chicago

A merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain and feed trades outside our office, please send us the *Grain & Feed Journals* twice each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office .....

State .....



**MACHINES FOR SALE**

**CORN CUTTER & Grader**—has motor—used very little. 82A7, Grain & Feed Jnls., Chicago.

**FEED MIXER**—one ton—floor level feed—has motor—good as new. Write 82A9, Grain & Feed Journals, Chicago, Ill.

**HAMMER MILL** with 25-h.p. motor and all attachments. Priced to sell. Write 82A10, Grain & Feed Journals, Chicago, Ill.

**FEED MIXER** for sale, has motor, and a late machine. Need space. Will sacrifice. Write 82A8, Grain & Feed Journals, Chicago, Ill.

**FOR SALE**—Rebuilt Attrition and Hammer Mills, Mixers, Corn Cutters, Engines, Motors, Etc. Weaver Sales Corp., Corn Exchange, Minneapolis, Minn.

**FOR SALE**—Used Western truck hoist (electric) with 2½ h.p., 3 phase motor; in good condition; priced at \$150.00 cash, F.O.B. N. F. Butterfield, P.O. Box 55, Ritchie, Ill.

**FOR SALE**—Factory reconditioned truck lifts. One Standard Model Kewanee with steel safety guard; one Stone Air Pressure I-beam type overhead; miscellaneous assortment of extra air tanks and compressors. Ask for detailed specifications and prices. Portable Elevator Mfg. Co., Bloomington, Illinois.

**FOR SALE**—2-4 bbl. Peerless Batch Mixers; 2 Forster Scourers Size Nos. 15 and 19; 5 Rotex Sifters; Several Stands of 9x30 and 9x36 N&M Rolls; 2 Stands of Allis 9x24 Wicker Type Rolls; 2 Stands of 9x30 Allis Shell Bearing A Drive Metal Housing Rolls; 1 No. 4 Forster Hammer Mill; 3 No. 4½ Perfection Allis Bolters; 1 Six Section N&M metal Plane Sifter; 1-3 high 9x18" N.M. Corn Sifter. F. W. Mann, 740 N. 24th St., East St. Louis, Ill.

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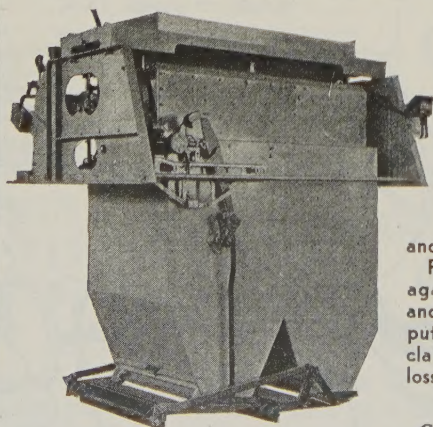
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Established 1898

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**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., JANUARY 25, 1939

**GOODWILL** is gained only through the accumulated effect of many fair trades, but it can easily be lost by one unfair deal.

**WHEN THE CCC** starts to dump its large stock of 57 cent corn feeders will no doubt be able to buy needed supplies at rock bottom prices.

**WHEN the railroads** reduce their rates for transporting grain to what the traffic can bear, the highways built by the public for private passenger cars will not be used by nomadic grain merchants.

**EMPLOYERS** of eight or more are now mournfully making out a multiplicity of reports for the tax eaters to paw over and exhausting any surplus funds they may have accumulated in the payment of taxes for keeping the won't-work loafers in semi-idleness. Earnings of industry cannot be used in the promotion or expansion of business if absorbed by excessive taxes, hence no reduction in the number of unemployed can be expected.

**THOUGHTLESS** Congressmen may propose price fixing as another farm panacea, but if grain growers and handlers are alert the proposal will never receive serious consideration in either house. Greater vigilance on the part of those directly affected would have prevented many of the impractical experiments which have been tried on the suffering farmer during recent years.

**YOUR OVERHEAD** expenses as outlined on page 545 of the Journals for December 28 is supported in every detail by the stimulating address of President Barnes of the Indiana Ass'n, which is published with our report of this splendid meeting in this number. Many grain dealers have been crushed and doubtless many others will succumb to an underestimated overhead. Watch it lest it absorb all your profits.

**PREMIUMS** for prime malting barley have been maintained at such attractive figures during the last few months, grain dealers and farmers are making a most diligent search for prime, clean, plump barley of high germination for this spring's planting. Many meetings have been held in Wisconsin recently so that the prospect is that shippers of the Badger state will have much better barley to market the coming season.

**DEALING** in any commodity for future delivery on margins is to be rigidly prohibited, if Senator Gillette of Iowa has his way. Evidently the gentleman never heard of the Magna-Charta which King John was forced to sign at Runnymede in 1215. This precious document gave men the right to contract and this right has been sustained by common law and legislative enactment through all the intervening ages, so if this lover of autocratic government succeeds in proscribing or limiting the rights of men to contract as he proposes, the measure will likely be carried through all the courts and finally discarded.

**ONE OF** the most encouraging trade association policies recently adopted by the progressive business organizations of Indiana is the hearty cooperation of all commercial associations in a joint campaign for the defeat of unfair legislation that will virtually make members collectors of hidden taxes and greatly increase their cost of doing business. No merchant or manufacturer burdened with the responsibility of a going business enjoys bureaucratic regulation or domination. He knows the needs of his business far better than the lawmakers and fully realizes that if government regulations strangle his business the state will not help him to recover. With all organized industry and business working together for the common good the enterprising business leaders of the country will no longer be branded as criminals and taxed to death by the bureaucrats.

**MORE GRAIN** trade organizations are earnestly working for legislation which will relieve commerce of burdensome restrictions this winter than ever. The flood of antagonistic legislation of recent years is finally arousing the sufferers.

**THE PERPETUAL** search of lawmakers for new sources of revenue is driving all merchants and manufacturers into stronger trade groups in hope of preventing their group being appointed collector of the new taxes. Only the vigilant who are well organized will escape being made the goat for the wild spenders.

**SEVERAL FIRES** in grain elevators have been discovered recently long after electricians who repaired the burned out motors had completed their job. Fine grain dust will hold fire for a long time, so it is most imperative that whenever a fire in accumulated dust about the elevator is extinguished, the remaining dust should be soaked in water or thrown far out on the landscape. A light breeze or draft seems to fan smouldering dust fires into a flame long after it was supposed to have been extinguished.

**PROTECTING** grinding mills with scalpels, magnetic separators and every device obtainable for removing tramp iron and other hard substances from grain will always prove profitable. An efficient separator will not only reduce the power bill, but will prolong the life of the mill and prevent its being wrecked by foreign matter. Two dust explosions in country elevators recently have been traceable direct to foreign matter in the grain. Tolerating unnecessary hazards frequently proves most disastrous.

**THE DEMAND** for clean, plump seed-flax promises to outstrip the supply this spring and all interested in a large crop of better seed are becoming worried lest farmers plant any old stuff. Flax is more seriously affected by weeds than most other crops hence it is very essential that only seed of high purity and germination be planted. Owners of clean, tested seed should easily obtain a pleasing premium for their property. Our domestic demand calls for four times the 1938 crop and our import duty of 65 cents a bushel should protect our growers from foreign competition.

**INASMUCH** as the Commodity Credit Corporation is no longer making loans on stored wheat, growers will be induced to release more of their farm stored grain. Of course, every buyer will inspect each load with great vigilance because of many complaints of weevil and sick wheat. Complaints from different sections bear out the suspicion that wheat which was damp when placed in farmer's bins will mold and become undesirable from the flour manufacturer's viewpoint. The greater the supply of such wheat, the heavier the discounts.



## Handling Sidelines Efficiently

Many grain merchants throughout the land have found much time hanging on their hands between crops so have put in sidelines better to serve their communities and, with the natural desire for more profitable returns from their sidelines, they have gradually come to give close study to merchandising problems and adopted modern methods.

Some firms have begun to recognize the disadvantages of tolerating a dirty, disorderly place of business, so are making an extra effort to exhibit all merchandise in an attractive display with the natural reward—a greater volume of sales. Farmers do not enjoy wallowing in the dirt so naturally they prefer to trade where the merchandise offered is displayed in an attractive manner and kept clean.

An attractive display of every article handled makes it easy to give the prospective buyer an enthusiastic sales talk. Every merchant who must dig his merchandise out of the dust is somewhat reluctant to praise it. He does not like the dirt, neither does his prospective customer.

Good housekeeping, attractive displays and convincing sales talks have helped materially to increase the volume of business for many enterprising merchants and the grain dealers who are recognizing the advantages of good housekeeping are profiting most satisfactorily.

## Export Subsidy Unfair Competition

In disposing of the wheat surplus abroad the Agricultural Adjustment Administration violates the principles embodied in the Robinson-Patman Act by selling below cost in unfair competition with other exporting countries.

Among the other countries subsidizing the export of wheat Australia and Argentina may be able to compete; but this cut-throat competition spells disaster to our Canadian friends and neighbors where wheat production is a major industry and there is a smaller population to be taxed for wheat bonuses to growers. The harm done to Canada promises to greatly exceed the benefits to the wheat grower in the United States.

Contracts for the shipment of 78,400,000 bus. have been negotiated from July 1 to Jan. 15, which is a disappointing showing considering that the sale of the 53,273,000 bus. actually moved has been assisted by the government at an average loss of 25 cents per bushel.

It is evident that cheapening the price by 25 cents has not increased the consumption of wheat abroad, where tariffs and other devices prevent the saving from reaching the consumer. The American subsidy went into the treasuries of governments in Europe that levy a duty on imports of wheat.

The enthusiasm with which the A.A.A. embarked upon wheat export subsidy seems to have completely dissipated as the available funds are approaching exhaustion.

## Overbidding, Cause and Remedy

Overbidding and overgrading in country markets have long been recognized as the principal bulwark standing between the established grain buyer and fair margins. The organization of group associations as subsidiaries of the State Associations, has exercised a potent influence in promoting friendly relations. Competing buyers who have confidence in the character and word of their competitors are never tricked into paying more for grain than they can afford by false stories scattered here and there by selfish schemers who are anxious to stir up an overbidding contest.

Competing grain buyers who know one another well enough to address each other as John and Bill with honest sincerity cannot be lured into boosting prices by the false rumors circulated by selfish farmers having grain to sell. Each buyer has a fairly clear knowledge of what he can afford to pay for grain and in the interest of his business and his bank account, he should refuse to ignore his cost of marketing grain. If fighters will but look about and inspect the cordial relations existing in territory covered by dealers who are friendly, they will quickly recognize the folly of paying more for grain than it is worth.

Monthly social gatherings of competing dealers has not only established friendly relations among the grain merchants, but has promoted the common interest of grain growers and general merchants. The admission by any country grain buyer that any of his competitors are strangers, is a sad reflection on his own business acumen. His first duty to himself and his competing neighbors is to cultivate kindly relations and gain the confidence of all buyers in his territory. Any dealer who does otherwise, does violence to the common interest of himself and other dealers in the territory. Frequent friendly conferences cannot help but displace animosity and suspicion and promote kindly consideration. If you are not so fortunate as to be a member of such a local group, then your first big job is to become an active member.

Old country buyers have learned through the hard knocks of experience that cordial relations and living margins can be depended upon to go hand in hand down life's business path for an enjoyable promenade, while overbidders and overgraders have learned by sad experience that jealousy, suspicion and animosity go scrambling, fighting down Malice Alley nursing nothing but losses. Alert buyers have the precious privilege to choose either course, but they know it

is their plain duty to choose the first, and in behalf of harmony and fair profits to foster friendly relations with all the regular dealers of their territory.

## Sell Safety to the Farmers

A resolution opposing legislation or regulations "which impose unnecessary and unreasonable restrictions upon the trucking industry" was adopted by the National Grange at its recent annual meeting in Portland, Ore.

This is an indirect slap at itinerant truck control bills now being fostered in seven or eight middle western agricultural states by grain trade ass'ns, and other trade organizations similarly afflicted with the itinerant truck merchant.

In a world that is still motivated by the law of self-preservation, and the selfish desires of individuals and groups, it is unnecessary to point out that the National Grange is a farm organization.

With regard only to the expediency of the moment and his own immediate selfish desires, a farmer is apt to regard the itinerant truck as an evil that has good points in that it forces grain dealers to extend hauling services, and operate on margins that will not support their elevators in good condition. Besides, latent in each farmer's mind is the thought that he would like to be a trader, and maybe he can himself trade by means of his truck some day.

State legislatures have a weakness for keeping their ears tuned to the farm vote. Farm votes sing a song so much louder in the ears of a state representative or senator, that he is inclined to give twice the consideration to a complaint, or a plea, from a farmer that he does to a similar protest from a grain dealer.

Obviously, then, it becomes necessary to sell to the farmers the idea of safety, insurance, and public liability for itinerant trucks. Farmers have children, and farm children walk along the highways on their way to and from school. The antiquated truck of a gypsy trader, who has no home and assumes no responsibility, is a greater menace to rural life than a dozen passenger cars, or a hundred common carrier trucks that are maintained in top condition.

The job of selling safety to the farmers is not a job for trade ass'ns alone. There are too many farmers.

It is a job for every grain dealer, and every other interested tradesman. Get the farmers to write letters to their lawmakers. A letter from a farmer reflects what farmers want. And there are many farm votes.

YOUR OWN apathy is the foundation of the huge pyramid of debt now encumbering the nation. If you wish relief from confiscatory taxes, keep telling your representatives in legislative halls your daily difficulties.



## Brokerage Firm Not Liable for Treble Damages Under Illinois Statute

The law of Illinois provides that a loser or another after a lapse of time may recover three times the loss sustained in gambling transactions in grain futures.

Several suits have been brought under this statute in years past, and its application to brokerage firms was never questioned until the suit by Myrtle Salzman against E. A. Pierce & Co. came before Circuit Judge Michael Feinberg at Chicago, when H. M. Keele of Levinson, Becker, Peebles & Swiren, attorneys for defendant, made the defense that any criminal activities of the customers' man, if there were any, could not be imputed to the members of the firm who had no knowledge of such activities, and could not be held liable under a penal statute.

Mrs. Salzman began trading in stocks thru a customers' man, Palke, and shifted to grain dealings on margin, which resulted in loss. Suit was brought against the firm to recover \$25,000. Plaintiff's evidence did not show that Winthrop H. Smith, resident partner, had knowledge that Mrs. Salzman was gambling on differences.

Defendants' attorneys had evidence refuting plaintiff's but did not present it, relying upon their position that the penal statute did not apply to the firm, on which, if well taken, the court could only grant their motion for a finding in favor of defendant, as it did.

### Judge Feinberg said:

Guileless, gullible persons walk into a broker's office, unknown persons, strangers to everybody, and then fall into the hands of an over-enthusiastic salesman, who is more interested in developing business on the books to his credit, with the resulting commissions and probably no character or conscience or integrity involved as far as he is concerned. They are the most vicious type.

They will take the helpless widow and pauperize her, and will despoil her of all her goods and property, if they can hold on to her long enough. We know that the tragic ending of it all is that every bit of advice a salesman ever gave never materialized. He puts on an air of knowing, he puts on an air of wisdom, he leads the gullible investor into believing that he has the information that is not within the reach of anybody else. He applies high-pressure salesmanship talk to the customer, and the instinct to gamble is easily aroused.

The Act is penal in its character, and even tho the action is a civil one, it is a civil action based upon a penal statute, a statute which clearly prescribes the penalty for, and declares it to be a crime for any broker to do the things prohibited by that statute.

Involved in the subject of agency is whether or not the agent had either express authority or implied authority. The implied authority might come from the acts committed that are within the apparent scope of his authority.

His authority, express authority, has been defined here, about which there is no dispute. Mr. Smith testified precisely to what Palke's authority was as a customer's man, or salesman. Within the bounds of his authority, so defined, so far as the public was concerned, any act that he performed within the apparent scope of his authority would be binding upon Pierce & Co., even tho no such express authority was ever given.

**No implied authority to commit crime.**—There is never any implied authority to an agent to commit a crime, and that is not known. None of that is shown in this case, that he had implied authority to commit a crime.

Resting solely upon the relationship of principal and agent, there is never regarded in law as the implied authority given an agent to commit a crime.

It is true that an intent here must be present. Not only the intent on the part of the customer, but the intent on the part of the broker must be present. Those would have to be so clear and convincing that there could be little doubt left, if any, that the principal knew what his agent was doing; that the principal would have been put on his notice as to what the agent was doing.

You can't point out any evidence to me in this record, as I have heard it, and I have made very copious notes, that will fasten knowledge on to the members of the firm.

**Mr. Keele said:** In defense of my client's good name and of Mr. Palke, I would like to say to your Honor that had it been necessary

for the defendant to go forward with the testimony, an entirely different picture would have been present than that given the court as it stands, and I hope that the court will not base its judgment, aside from the legal aspects of this case, as to Palke as a customer's man, nor as to E. A. Pierce and Mr. Winthrop H. Smith as a resident partner, upon the evidence as only submitted here, because the statements would have been—I will say here there would have been a complete denial. I think it would have been buttressed by substantial testimony that the charges here made were not the facts as we understand them.

## Supreme Court to Consider Tobacco Quota

A 3-judge federal court held that the quota provisions that provide for penalty taxes are a constitutional exercise of the power of the federal government to regulate interstate commerce, in a suit against the AAA by a group of Georgia and Florida tobacco growers, who have just been granted a review by the Supreme Court of the United States.

The growers sought permanent injunctions suspending or restraining the enforcement of the provisions of the act which would require growers who market tobacco in excess of the quotas established by the secretary of agriculture to pay heavy penalty taxes on the excess. These penalty taxes may amount to more than 50% of the marketing price of excess tobacco.

The growers contended that the act contemplates an unconstitutional delegation of legislative authority to the secretary of agriculture and that especially as applied to the 1938 crop the penalties amount to a taking of property without due process of law. They also contend that the act is beyond the power of congress.

It is significant that the Supreme Court does not entertain an appeal unless it sees some grounds for petitioner's contention.

## Warehouseman Can Not Apply Property of One to Debt of Another

C. B. Pyle of Cleveland, O., sold 400 sacks of peas to the E. W. Mills Co. of Philadelphia, Pa., making draft for \$1,674.60 payable to the order of the Union Trust Co., Cleveland.

The draft with B/L attached was forwarded to the Philadelphia National Bank for collection; but the Mills Co. paid only \$473.52 on account, refusing to make any further payments. Authorized by the Trust Co. the Philadelphia bank surrendered the B/L to the railroad company, obtained possession of the beans and stored them with the Merchants Warehouse Co.

The Cleveland Bank enlisted the aid of Pyle in disposing of the beans and wrote the Philadelphia Bank to instruct the warehouse company to make delivery of the peas to Pyle, or his order, without payment.

A copy of the Philadelphia Bank letter to the warehouse company reached Pyle, who objected to the acknowledgment by the warehouse company that it was in compliance therewith "transferring title to Pyle." Pyle stated "These peas are the property of the Union Trust Co. and title is not to be transferred to us as you state." Pyle later disposed of 12 bags, and turned over to the Trust Co. the entire proceeds.

Pyle was indebted to the Warehouse Co. on another transaction; and without authority the Warehouse Co. sold the remaining 388 bags and never accounted for the proceeds.

The banking superintendent of Ohio liquidating the Trust Co. brought suit against the Warehouse Co. and on an appeal from the Municipal Court the Superior Court of Pennsylvania gave judgment Jan. 27, 1938, for plaintiff Trust Co., on the ground the Warehouse Co.'s sale was unauthorized.—196 *Att. Rep.* 915.

## Buyer Cannot Offset Processing Tax

Taxes indistinguishably intermingled or absorbed in the delivery price of an article cannot be recovered even though the law under which it is levied is invalidated, the Mississippi Supreme Court held Nov. 28 in a suit involving the processing tax on flour. The decision was rendered by Judge V. A. Griffith in *Mrs. L. L. Mattingly versus G. B. R. Smith Milling Co.*, from Forrest County Circuit Court.

"It is thoroly well settled that when the tax item or any other item has been indistinguishably intermingled or absorbed in a total or composite stated price to be paid on delivery, the buyer is without remedy tho the annulment of the tax may increase the profit of the seller," Justice Griffith said.

Mrs. Mattingly in 1934 bot 1,205 barrels of flour from the milling company, the price including \$1,662 in processing taxes which were not set out as a separate item. The company sued for this amount, and Mrs. Mattingly filed an off-set claim for the total of the tax, which had not been refunded to the milling company by the Federal Government. The lower court refused to allow the offset which decision was upheld by the Supreme Court.—J.H.G.

**A Buyer** was told to watch the market and after a few days wired his company to this effect: "Some think it will go up and some think it will go down. I do too. Whatever you do will be wrong. Act at once."

The soybean market is again moving opposite to the trend of other markets. Soybean oil is practically at the season's low, cotton seed oil and lard are making new season lows, whereas the soybean price has advanced to new crop highs. It takes cold weather to stimulate consumption of high concentrate feeds. With steadily increased milling capacity for processing soybeans, farmers should feel encouraged to increase their bean acreage. Growers of soybeans in recent years have found this crop very profitable when compared with other crops.—Baldwin Elevator Co.

## Things Money Can't Buy

Money can't buy real friendship—friendship must be earned.

Money can't buy a clear conscience—square dealing is the price tag.

Money can't buy the glow of good health—right living is the secret.

Money can't buy happiness—happiness is a mental attitude and one may be as happy in a cottage as in a mansion.

Money can't buy sunsets, singing birds and the music of the wind in the trees—these are as free as the air we breathe.

Money can't buy inward peace—peace is the result of a constructive philosophy of life.

Money can't buy character—character is what we are when we are alone with ourselves in the dark.

You'll agree that among the things money can't buy are some of the most valuable treasures life has to offer.

—George Horace Lorimer



## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Finality of Appeal Grade?

*Grain & Feed Journals:* When grain is shipped from one market to another with the understanding that federal appeal grade is final does the appeal at shipping point or at destination govern?—A.F.M.

**Ans.:** The fact that federal appeal can be had at destination has no effect on a contract providing for federal appeal final at point of shipment.

Even when not specified in the contract the rules of the exchanges and of the National Association provide that the official weights and grades of the market from which shipped govern; and this means also the federal appeal.

This rule is based on sound reason. When a country shipper consigns a carload to a certain market he expects the receiver to sell it on that market at the price on that market based on the grade at that market, and to receive a prompt remittance. The grain commission merchant could not give prompt return if he had to wait for report from a distant destination. Grain never improves in quality during transportation. It can only deteriorate.

### How Much Chloride to Keep Water from Freezing?

*Grain & Feed Journals:* How much calcium chloride should we put in a 50-gallon water barrel to keep it from freezing?—Samuel Jeffery, manager Shinrock Elevator & Supply Co., Shinrock, O.

**Ans.:** The following table gives the correct amount of calcium chloride to prevent freezing of the solution at various temperatures:

#### Calcium Chloride Per Gallon of Water

18 degrees above zero.....	2 pounds
Zero .....	3 pounds
10 degrees below zero.....	3½ pounds
18 degrees below zero.....	4 pounds
40 degrees below zero.....	5 pounds

Place the correct weight of calcium chloride in the barrel. Add hot water and stir until thoroly dissolved. Then fill the barrel with water. If soldered seams are used in a metal barrel add two pounds of ordinary lime to each barrel to prevent corrosion of the solder. Specify the grade of calcium chloride known as commercial 75 per cent.

### Discounts on Soybeans?

*Grain & Feed Journals:* What are the prevailing discounts on off grade soybeans?—T. A. Macdonald.

**Ans.:** The schedule of discounts is about the same in the different markets.

The buyers have had cards printed showing the discounts, but they are not bound thereby unless by contract, and may pay over or under, as warranted by the supply and demand for grades below No. 2 yellow.

At Chicago the customary discounts are as follows:

Moisture: 1½c per bu. for each 1% or fraction thereof in excess of 15%.

Splits: 1c per bu. for each 10% or fraction thereof in excess of 10% up to 30%; over 30% special discounts as sample grade.

Foreign material: ½c per bu. for each ½% or fraction thereof in excess of 2% up to 6%; over 6%—special discount as sample grade.

Damage: 1c per bu. for each 1% or fraction thereof in excess of 3%.

Test weight: ½c per bu. for each 1 lb. under 54 lbs.

Other classes: 1c per bu. for each 2% or fraction thereof in excess of 3%; over 5%—special discount as mixed.

### Where Is Wheat Stored in Dark Damp Places?

*Grain & Feed Journals, Consolidated:* In the Dec. 28th issue of your Journal, Page 529, there appears:

"Wheat Crop insurance premiums stored in

dark, damp places are sure to provide a veritable paradise for hungry weevil, so vigilant buyers will inspect all offerings more carefully than ever."

Of course any wheat stored under conditions of this kind would be susceptible to the same thing and we were wondering if any Wheat Crop Insurance Premium wheat was stored under these conditions.

As you probably know, some of this crop insurance premium wheat is stored in this market but it is stored in the regular federal warehouses, and is stored under the same conditions as any other wheat that is carried in storage, and for that reason we were wondering if conditions in other places are different than that which prevails here.—Omaha Elevator Co., By A. McKinley, Vice Pres., Omaha, Nebr.

### What Is a "Just and Reasonable" Freight Rate?

*Grain & Feed Journals:* The grain rate from Whiting, Kansas, to Topeka, Kansas, is 10c cwt. for a distance of 39 miles, and it is also 10c per cwt. if routed via Kansas City (but not unloaded here) a distance of 145.4 miles. If grain can be hauled 145.4 miles for 10c cwt., would you call it "Just and Reasonable" to publish a rate of 10c for 39 miles?

The rate on grain from Jasper, Missouri, to Carthage, Missouri, is 9c cwt. for a distance of 11 miles, but the railroads are glad to haul grain 196 miles from Omaha to Kansas City for 6c cwt.

"Just and Reasonable" are two words subject to wide difference of opinion, but the Interstate Commerce Commission seems to try to see how far they can be stretched—much to the joy of the itinerant trucker.—S. C. Masters, Kansas City, Mo.



Albert C. Hoffman, Toledo, Pres.-elect Board of Trade.

## Agricultural Equality Act of 1939

Senators Frazier, Wheeler, Thomas, Bulow, Capper, Shipstead, La Follette, Nye, Russell, McCarran, Bone, Donahey, Burke, Johnson, Lundeen, Schwarz, Gurney and Holman have joined in introducing S. 570 as an expression of their heart-throbbing urge to aid the underprivileged farmer.

The bill employs the hackneyed phrase "orderly marketing" whatever that means, promises abundant supplies, and cost of production to producers, but is crudely drawn as to how this is to be accomplished.

The buyer of crops is made the victim of a licensing system and is to be told by the sec'y of agriculture just what price he is to pay for the percentage of each grower's crop required for domestic consumption as determined by the sec'y. The export surplus will be turned over to the government, shipped abroad and the proceeds remitted back to the grower.

The sec'y is authorized to set different prices in different zones.

## It Pays to Modernize

BY TRAVELER

"Do you remember how busy we were a year ago," asked Manager Floyd E. Hiegel, of the C. A. Hiegel & Son elevator at Continental, O., after the small grains were harvested and bought last summer. "Seemed like we were on the jump all the time. That was right after we'd taken over this house from the Continental Farmers Elevator Co.

"We haven't been near so busy this year. Yet the records show larger receipts of grain, and a much larger turnover of farm merchandise, than we enjoyed a year ago.

"The improvements made in this old fashioned elevator is the reason. We handle both grain and merchandise now with a minimum of effort, as fast as the grain is brought in, or as farmers want to take merchandise out.

"Unquestionably the remodeling, the modern machinery, the big grain cleaner, the feed grinding and mixing equipment, the faster legs, and the re-arrangement of stocks and facilities for handling them, have played a large part in the increased volume of business. Farmers like fast service."

## Hoffman Re-Elected to Head Toledo Board

Albert C. Hoffman, 51, Toledo manager of the Sheets Elevator Co., was re-elected president of the Toledo Board of Trade at the organization's annual election Jan. 9.

Born at Monroe, Mich., Nov. 30, 1887, educated in public, and high schools, and, as he declares, "the school of hard knocks," Mr. Hoffman has spent 28 years directly associated with the grain and feed business.

Mr. Hoffman traveled the traffic route into grain and feed managements. His traffic experience began with the old Lake Shore & Michigan Southern railroad, now a part of the New York Central lines, at Monroe.

The Amendt Milling Co. soon considered him likely timber, and brought him into its traffic department, where he rose rapidly thru the ranks to head the feed department.

After eight years with this company, Mr. Hoffman moved to Toledo to take charge of the traffic department of the Sheets Elevator Co., in 1925. Three years later he became a member of the Toledo Board of Trade and was made manager of the Toledo properties and business of the Sheets Elevator Co.

Mr. Hoffman for eight years has served as a director, and in various com'ite capacities.

"The future holds great promise for the Toledo Board of Trade," declared Mr. Hoffman on the occasion of his re-election, "in handling both grain and soybeans, which are becoming of increasing importance. Its members have a grand spirit of cooperation, and that is what it takes to make a growing market."



# National Affairs and Retail Feed Man

By O. F. Bast, Minneapolis, before N-W Retail Feed Ass'n

**Wages and Hours Act.**—I assume that the employees of most of you in the purely retail business are entirely exempt under Section 13 (a) (1) of the Act as to wages and hours limitation. But we find many dealers who go further afield than purely local retailing, and do some feed manufacturing business, wholesaling, and combined feed and grain business. Dealers who touch processes other than bona fide local retailing must be careful of their obligations under the Act. In cases where you mix your own feeds from supplies shipped in from other states, and where you sell some of this manufactured feed at wholesale to move across state lines, your employees, or some of them, may come under the Act.

We believe the Wages-Hours Act will be clarified by this Congress; it should be. There are now penalty provisions against the employer which he himself cannot interpret, and on which we can get no official interpretation until a case is decided by a court trial. This places the employer in unnecessary jeopardy.

**Farm Legislation.**—Various proposals for new farm legislation already have been made before this Congress. Some of these proposals touch more directly the interests of grain dealers, altho the so-called fixed-price proposals, if adopted, would have their clear effect upon your business. One proposal now introduced would make it illegal for any dealer to purchase a designated grain at less than the cost-of-production price, determined by a governmental agency, for that part of the crop domestically used. This would have an effect upon the use of that grain in feedstuffs and might, unless modified later, restrict the use of low grades of the crop in commercial feeds.

**Processing Taxes.**—Another proposal soon to be made will be for processing taxes upon wheat, or upon the flour made from wheat. The administration favors this type of tax to raise funds for parity payments to farmers who follow its soil conservation practices. You already have had experience with the working of one type of processing tax, and you know that the tax on wheat or flour has a resulting effect upon the millfeeds situation.

The processing tax is virtually a sales tax on bread, but under that name it would be resisted by the public. So, the tax is placed on the processing, and the inference is made that much of the tax is "absorbed" between the producer and the consumer. We are reliably informed that this tax, if set at thirty cents a bushel on wheat, would increase the annual food budget of our Minnesota people alone by \$2,909,040; one government official estimates it would increase the cost of bread at least a half cent a pound. Surely this is a high price to pay. A recent survey of the pros and cons leads me to believe that right now the enactment of a processing tax has less than a 50-50 chance of passing.

**Taxation.**—But this leads directly to another subject which, of course, ranks first among your local, state, and national problems. That is the problem of taxes. Today, we are informed, the government of the country costs us as much as the entire annual income of all people in all states west of the Mississippi River, not including Louisiana. Today there is an argument in official circles about the top limit to which debt could (and probably will) go. Instead of talking of plans to get on a pay-as-you-go basis, instead of discussing means of paying the debts we have already contracted, we are worrying about how much we can spend, how much more debt we can pile up. Already we are paying about one-fourth of our annual income to taxes of various kinds, and we are spending much faster than we are collecting taxes, which means that debts are piling up steadily. The per capita debt in the United States is now nearly \$300; it will be greater by the end of this year. So, it is indeed heartening to read the comments in the papers the last few days that Congress is really taking the matter of spending seriously, and seems to be making an honest effort to reduce federal expenditures.

The year 1939 is the last year of what may be known in history as the "Terrible Thirties." I am optimistic enough to believe that the skies will begin to clear this year. In international affairs there may be some change in tension, if for no other reason than that of "show-down," and, once this tension breaks, it seems that ordinary people will again be able to go safely about the business of producing goods and services. Nationally, I am optimistic that the present Congress will "stop, look, and listen" before it rushes into ultra-radical schemes in the name of liberalism. It can be a Congress famous for constructive work if it will think only in terms of all the people instead of in terms of party necessity. There will, of course, be much by-play of politics, looking toward the 1940 elections, but there is no longer a marked tendency for the legislature to put its

approval on any measures the majority may propose. There is even some indication that there will be a slowing down of spending.

As to national farm legislation, it seems right now that the AAA will be continued much in its present form, if for no other reason than the dislike for the alternatives available. The Republicans, having tried an Agricultural Marketing Act and a Farm Board without success, now are playing with the idea of fixed prices and cost-of-production guaranties. It would seem that, having almost wrecked themselves with the Farm Board idea, they were now determined definitely to commit suicide with price-fixing. But they oppose the AAA, and they are desperate for some alternative scheme that will get votes. It is to be hoped that the leaders of the opposition in both parties will come to realize that price-fixing would fail more quickly than past farm legislative experiments have failed, and that it would be far more disruptive to business in even that short time.

Under the present A.A. Act there are situations to bring enough worry. Grain men see huge supplies of grain piling up under government ownership or control, and they know that these supplies, held long in reserve, will eventually serve to depress the price to the farmer. The loans on wheat and corn were not intended, the Secretary of Agriculture says, as price-fixing loans, but the Act itself bases the loan rates so much on supply that they can hardly be otherwise. Just now there is a need for the Secretary to announce some long time policy as to these reserves, insofar as such a policy can be made by any governmental agency. What are the limits to the amounts of grain that will be allowed to go into the ever-normal granary via either the purchase or the loan route? What is the definite policy as to replacement of these reserves, or as to sale of reserves? Will the government agencies be allowed to go into the construction or ownership of warehouse facilities for these reserves?

**Government Competition.**—Another question bothering us now is that of government financing of competitive grain business. One federal agency is loaning money to groups of farmers for the construction or purchase of elevators, the farmers first being "organized" by a firm which has the inside on these elevator accounts. Co-operatives have long been an accepted part of the grain trade, and under instances of sound management have prospered. But when the federal agencies favor one co-operative to the exclusion of all others, and place them in competition with private agencies without even demonstrating that such groups can reduce grain marketing costs, it is fair to presume that such activity can be justified only on the grounds of political necessity or expediency. As these units expand into the feed and supply business, they will come into competition with you men of the feed trade. It is a difficult task to match a private business against one financed by taxpayers' money. If you as a taxpayer have to pay both your own losses and those of your competitor, it is a simple matter for him to gain monopoly by putting you out of business. It is an approach to socialism by the back door.

The tragedy is that farm relief legislation has always become entangled with political expediency. After eight years of major political tinkering with farm relief legislation, farmers still seek relief, and politicians still seek something that will capture votes. If the fault lies in our tariff system, as many believe, then honesty would point toward a revision of the tariff. If revision of the tariff would be too chaotic for industry, then an outright subsidy to the producer of surplus crops would seem possible without all the fol-de-rol of wording that tries to disguise the goal desired. That subsidy, perhaps something in the nature of a payment representing the difference between market price and a reasonable "parity" price, could attain the desired goal without disrupting the whole grain marketing system or placing the producers under a tight regimentation, strictly policed by an army of checkers. By that I do not mean to infer an outline of a farm legislative plan in the name of the grain trade.

Our trade concerns itself with farm legislation only where such legislation touches upon the business of grain marketing. I am only trying in my comments to show that there are ways of making progress toward a fair deal for farmers without creating a smoke-screen of penalty for an already efficient trade. But it is almost impossible for legislators to consider farm legislation without listening to the schemes of promoters who want to use it as an advantage for their own peculiar brands of grain marketing. I am optimistic enough, as I said before, to hope that we may be approaching legislative sanity even on this problem.

May I urge your continued participation in the affairs of our National Association? I feel sure that your officers will support me in the

statement that the information provided you through our national office is of far greater value than the very nominal dues you are asked to pay us. The National Association is doing active work on a broad program. During the year and a half of my own administration we have seen the number of affiliated associations continually increase, and we have seen a vast increase in the actual country representation of elevator men and feed men. In that time we have reached a goal set many years ago—an office in the nation's capital city for contact work with the administrative departments. Through it we are kept informed of government rulings and regulations, official announcements, proposed legislation, etc., and through it are arranged those necessary and valuable conferences between departmental officials and men of the trade. I believe your able secretary will testify that he has received valuable material thru our offices in the past year. In return, let me say that our office has received valuable help from him.

In closing, may I repeat my early statement of general optimism for 1939. I am of the opinion that the present Congress can and will contribute much to restore this country to a reasonably normal state of conditions. Surely this Congress will profit by the experiences of the recent years, and deal with the problems before it in a practical instead of a theoretical way. We now know how much of our Government's regulation has worked or failed to work. While some has worked to our advantage, most of it has been to our detriment, for it has now been clearly demonstrated that the promiscuous spending of public money in the administration of relief, aiding of agriculture, and most government activities has not given us the result desired. I am a believer in what may be called the "middle way." When men differ violently, the truth will usually be found somewhere in the average of their viewpoints. While we worry over the destructive tactics of radicals, and the restrictive tactics of reactionaries, we remember that the sane path is somewhere in the middle, and that sooner or later the normal person will take the middle path of sensible progress. We found much wrong with the economic fabric of an earlier decade; now we are tired of the waste and confusion of rabid radicalism. Slowly but surely the pendulum swings back toward center, so that we may now hope for a period when we will be more interested in work shirts than in "brown" or "black-shirts"; when we may again seriously consider the business of producing more to feed hungry people, and hear less about means of producing less to benefit a few. Perhaps we may even be swinging back to that desirable position where sensible democracy will have the opportunity to demonstrate its superiority over types of government that crush the individual in the name of some false "ism." If that is true, and I believe it is, then I can with all sincerity and earnestness wish each of you a "Happy New Year."

Sale of all wheat grown by a farmer on an acreage within the A.A.A. allotment, instead of limitation by number of bushels, will be permitted under an amendment to the Adjustment Act introduced by Senator Hatch of New Mexico.



O. F. Bast, Minneapolis, Minn.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

### Manlift Ropes Must Be Renewed

*Grain & Feed Journals:* We were very fortunate in that none of our elevator crew were on the manlift when it fell recently. This old Constant manlift was not to blame for its attack of dropsy. The fact is the rope that held the weight was worn out and finally gave way and let the cage drop to the floor. Our manlift is equipped with a safety break, but no one was on the cage at the time to operate it. If all owners of manlifts would watch their ropes and replace them when they become worn, it should prevent accidents of this character.—Roberts & Pearson, Alexis, Ill.

### Insurance Premium Wheat Not Stored in Dark Damp Places

*Grain & Feed Journals:* I have read your recent article wherein you state that Federal Crop Insurance Corporation wheat stored in dark and damp places is sure to provide a veritable paradise for hungry weevil, etc.

It seems to me that your article is clear out of reason. For example, the Federal Crop Insurance Corporation has a line of wheat stored in our elevator in Hutchinson, and I am sure we will take just as good care of it as if it was our own wheat, and I think this holds true all over the country, as the wheat is not stored in dark, damp places as you suggest.

It seems to me like the Government is trying to help out the prices of agricultural products, and also to insure against crop failure, etc. We realize that this is an experiment, but at the same time we all should co-operate, even the grain dealers and everyone, to help this cause along and see how it will work out.—Geo. E. Gano Grain Corp., Geo. E. Gano, Hutchinson, Kan.

Maine is one of the greatest of potato growing states, yet the Federal Surplus Commodities Corporation has been shipping Southern potatoes into Maine for distribution to the needy, it was discovered Jan. 10.



Chester L. Weekes, St. Joseph, Mo.,  
Pres.-Elect Grain Exchange.

### Program of North Dakota Convention

For the annual meeting of the Farmers Grain Dealers Ass'n at Devils Lake, N. D., Feb. 7, 8 and 9 the following program has been tentatively arranged:

TUESDAY morning Walter Albright will deliver his annual message as president, and Sec'y C. H. Conaway will present his annual report. In the afternoon "Spike" Evans, A. A. A. administrator, will deliver an address, followed by Elmer Cart, of Bismarck, pres. of the Board of Railroad Commissioners, on "Shipping Stored Grain." Managers only will hold a meeting at 7 p. m.

WEDNESDAY W. J. Leary of the North Dakota Agricultural College will speak on "Seed Grains," and M. J. Gormley, vice pres. of the Ass'n of American Railroads, on the "Railroad Problem."

THURSDAY will be devoted to discussion of selling mortgaged grain, fee as a collection charge, hard spring wheat, crop insurance and crop loans.

Able speakers will discuss "Duties of Managers and Directors," "The Trucking Problem," "Industrial Alcohol," "Handling Charges," "Crop Insurance," and "Crop Rotation and Improvement."

Music by the Grainmen's Band will precede each session.

Entertainment will include a boxing match Monday evening, and ladies' parties at theaters. A smoker and grainmen's dance will be held at Memorial Hall Wednesday evening.

### New President St. Joseph Grain Exchange

Chester L. Weekes, manager of the St. Joseph branch of Archer-Daniels-Midland Co., has been elected president of the St. Joseph, Mo., Grain Exchange for the 1939 term. Mr. Weekes served as vice-president during 1938, and succeeds Wm. S. Geiger in the office of president.

Mr. Weekes has been connected with the grain trade for thirty years, starting his grain experience by work at country elevators during the summer months of his school days. His first grain venture was in Omaha in 1906. He was admitted to membership in the Omaha Grain Exchange in 1907, continuing there until 1917. He has since operated his own concern in the Kansas City market.

In 1921 he organized the Smith-Weekes Brokerage Company, with Robert Y. Smith, doing a brokerage and commission business in Kansas City. In 1925 he went to Florida and engaged in the wholesale seed business in West Palm Beach, until 1931, when he accepted a position with the Grain Stabilization Corporation in Chicago.

Previously he had been district manager of the Farmers National Grain Corporation at Baltimore, and before that was manager of the Hunter-Robinson Milling and Grain Co. of St. Louis, being a member of the St. Louis Merchants Exchange.

In 1935 he called a preliminary meeting of the grain dealers of Southeastern Nebraska and Southwestern Iowa and formed the Southeast Nebraska Grain Dealers Ass'n, primarily to combat the inroads of the gypsy truckers. This was followed in January, 1936, with a meeting in St. Joseph, where the Associated Southwest Elevator Ass'n was formed, covering nine

states. Mr. Weekes has taken an active part in this movement not only in the Southwest but for the past two years has been chairman of the Truckers Competition Com'te of the Grain & Feed Dealers National Ass'n.

He has been at St. Joseph about three years, with Archer-Daniels-Midland Co. Prior to that time he had charge of the grain and transportation department of the central distribution of the American Red Cross, in Chicago, which handled 85,000,000 bushels of wheat left over for distribution by the Farm Board.

Mr. Weekes is married, and resides at Country Club Place, St. Joseph, most conveniently located for Saturday and Sunday golf. And by the way, his scores are getting down into the upper seventies.

Geo. Livingston has resigned as executive vice pres. and treas. of the Millers National Federation, to give his entire time to his personal matters, including the operation of his large farm near Champaign, Ill. J. C. Beaven has succeeded him as treas.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Feb. 6, 7. Michigan Bean Shippers' Ass'n midwinter meeting, Hotel Olds, Lansing Mich.

Feb. 7. Kentucky Seed Dealers Ass'n, Kentucky Hotel, Louisville, Ky.

Feb. 7, 8, 9. Farmers Grain Dealer Ass'n of North Dakota, Devils Lake, N. D.

Feb. 9. Mutual Millers & Feed Dealers Ass'n, Buffalo, N. Y.

Feb. 14, 15. Farmers Grain Dealers Ass'n of Illinois, Pere Marquette Hotel, Peoria, Ill.

Feb. 16, 17. Farmers Grain Dealers Ass'n of Indiana, Spencer Hotel, Marion, Ind.

Feb. 17, 18. Eastern Federation of Feed Merchants, Onondaga Hotel, Syracuse, N. Y.

Feb. 21, 22. Farmers Grain Dealers Ass'n of Ohio, Waldorf Hotel, Toledo, O.

Feb. 21, 22, 23. Minnesota Farmers Elevator Ass'n, Hotel West, Minneapolis, Minn.

Feb. 22—Pacific Northwest Feed Ass'n, Seattle, Wash.

Apr. 2, 3, 4, 5. Society of Grain Elevator Superintendents of North America, Milwaukee, Wis.

April 6, 7. The Farmers Co-operative Grain Dealers Ass'n of Oklahoma, Enid, Okla.

April 20, 21, 22. California Hay, Grain and Feed Dealers Ass'n, San Francisco, Cal.

May 1, 2. Western Grain & Feed Dealers Ass'n, Sioux City, Ia.

May 11, 12. Illinois Grain Dealers Ass'n, Springfield, Ill.

May 15, 16. Panhandle Grain and Feed Dealers Ass'n, Amarillo, Tex.

May 17, 18. Oklahoma Grain and Feed Dealers Ass'n, Enid, Okla.

May 25. Missouri Grain, Feed & Millers Ass'n, The Elms Hotel, Excelsior Springs, Mo.

June 5, 6. Central Retail Feed Ass'n, Inc., Schroeder Hotel, Milwaukee, Wis.

June 6. Northwest Country Elvtr. Ass'n, Minneapolis, Minn.

June 7, 8, 9. Pennsylvania Millers and Feed Dealers Ass'n, Nittney Hotel, State College, Pennsylvania.

June 12, 13. American Feed Mfrs. Ass'n, Saranac Inn, Saranac Lake, N. Y.

June 12, 13, 14, 15. American Seed Trade Ass'n, Fairmont Hotel, San Francisco, Cal.

June 18, 19, 20. Ohio Grain, Mill and Feed Dealers Ass'n, Commodore Perry Hotel, Toledo, O.

Oct. 2-3—Grain and Feed Dealers National Ass'n, Nicollet Hotel, Minneapolis, Minn.



## Washington News

His two-price system of selling farm products has been abandoned by Sec'y of Agriculture Wallace.

**Rep. C. A. Anderson** (D. Mo.) introduced a bill Jan. 18, to repeal the Wagner Labor Relations Act. He will seek a substitute law vesting the Labor Board's "judge and jury" powers in the federal courts.

**Of the processing tax proposal** Sec'y of the Treasury Morgenthau said Jan. 16, "We in the Treasury feel that this particular form of tax is least desirable. I believe the percentage of taxes on consumers is sufficiently high."

**Jesse W. Tapp** has resigned the presidency of the Federal Surplus Commodities Corporation to enter private business. His successor is Milo R. Perkins, present assistant farm security administrator.

**Washington, D. C.**—The Chamber of Commerce of the United States arranged today for representatives of industry and agriculture to exchange views at a round-table discussion Jan. 25.

**Cancellation of seed and feed debts** by farmers to the government for loans is provided for in a bill introduced by Rep. U. L. Burdick, to aid farmers who are on relief or whose living standard is below a "humane" level.

**Processing taxes** urged by Sec'y of Agriculture Wallace were rejected Jan. 17 by the president on the ground processing taxes on farm commodities would fall on the consumer and be a depressing influence. In this he sides with Sec'y Morgenthau of the Treasury.

**Submarginal farm lands** held by the Soil Conservation Service totaled more than 1,000,000 acres on Jan. 1, it was reported Jan. 16 by the A.A.A. By June 30, 1939, end of the present fiscal year, the Service expects to have approximately 2,100,000 acres of submarginal land under option.

**The appropriation** for the agricultural department activities was set by the administration at \$968,158,851 for the next fiscal year in a message to Congress Jan. 5, which is \$318,172,000 less than the appropriation for this year. Under the proposal the Department of Agriculture would get \$90,000,000 for the purchase and removal of farm surpluses, an increase of \$19,000,000.

**A.A.A. Expenditures** were reported Jan. 20 as having amounted to \$247,761,653 from July 1 thru Dec. 31. Cotton planters received \$114,151,196 in price adjustment payments, cane and beet sugar producers \$23,996,798 in benefit payments. To distribute the money cost \$10,163,580, of which \$6,889,428 went for salaries.

**A Wheat Sales Tax** of 2c per bushel and a cotton sales tax of one-fourth cent per pound are provided for in a bill introduced by Rep. Fulmer as H.R. 46, to accumulate funds to pay insurance against crop failures. "The buyer of such grain shall remit the amount of the tax to the treasurer of the United States at such intervals as shall be determined by the secretary of agriculture."

**Licenses for all businesses** with more than \$100,000 assets operating in interstate commerce are provided in a bill introduced Jan. 9 by Senators Borah and O'Mahoney. The licensed concerns thereafter would be required to file with the Federal Trade Commission data with regard to wages and hours and fair trade practices. As all business firms must make one or two reports weekly which are never inspected they will not mind devoting the rest of their time to reporting.

**Altho** the U. S. District Court and the Court of Appeals of the District of Columbia held the National Bituminous Coal Commission could make public confidential data supplied by 19 coal companies, doubt is cast on the right of the Commission to expose private affairs, the Supreme Court of the United States on Dec. 19 having granted the coal companies an injunction pending argument

## Grain Marketing a Profession

The business of marketing grain has grown from a series of specialized jobs into a profession, Deane W. Malott, associate professor of business at Harvard University, told members of the Association of Grain Commission Merchants of the Chicago Board of Trade at their annual meeting.

Unlike the oldtime youthful doctor, who spent much of his early training holding the horse of a more seasoned practitioner, a changing business era demands broad and thoro schooling in all phases of grain handling.

"Such an education is being offered by the Grain Exchange Institute, sponsored by your organization."

Ten benefits to those participating in the Institute's course of study on grain and its marketing were cited. They are:

It gives a new and impartial check on the ability of a young man employed by a grain commission house.

It attracts the highest type of men to the grain trade, appealing especially to young men.

It corrects the effect of inevitable overspecialization.

It weeds out the incompetent men.

It is a time-saver, helping select ability at an early age.

It promotes greater permanence of employment.

It places fewer men in the wrong jobs.

It stimulates curiosity, aggressiveness, and research.

It stimulates objective thinking.

It creates a reservoir of junior executives with broad outlook.

## F. A. Derby Pres. of Topeka Board

Members of the Topeka Board of Trade wisely decided to avail themselves of the broad experience and sound judgment of Fred A. Derby by electing him president of the organization for the ensuing year.

A successful grain dealer at Sabetha, Kan., he was elected president of the Kansas Grain Dealers Ass'n years ago and removed to Topeka where he has long been an active member of the Topeka Board of Trade.

He is a director of the Grain Dealers National Mutual Fire Insurance Co., and has served as director, vice president and president of the Grain and Feed Dealers National Ass'n.



F. A. Derby, Topeka, Kan.,  
Pres.-Elect Board of Trade.

## Grain Exports and Imports

The export balance of grain and grain products over imports in the July-November period this year as compared with five months a year ago in parentheses, according to the Bureau of Agricultural Economics. Comparative figures for July-November, 1937, were as follows: Barley, 8,002,000 (9,285,000) bus.; buckwheat, 42,000 (302,000) bus.; corn, 46,200,000 (1,896,000) bus.; malt, 47,000 (74,000) bus.; oats, 3,791,000 (5,264,000) bus.; rice, 144,641,000 (131,473,000) lbs.; rye, 784,000 (3,388,000) bus.; wheat, grain, 32,224,000 (23,768,000) bus.; wheat, including flour, 42,430,000 (33,256,000) bus.; soybeans, 141,016,000 (71,692,000) lbs.

Imports were: Barley, (1,134,000) bus.; barley malt, 39,199,000 (104,260,000) lbs.; corn, 91,000 (34,020,000) bus.; oats, 2,000 (3,000) bus.; rice, 21,829,000 (68,332,000) lbs.; wheat, grain, 3,102,000 (3,116,000) bus.; wheat including flour, 3,335,000 (3,144,000) bus.; rye, virtually none in this period either year; flaxseed, 6,506,000 (8,806,000) bus.; soybeans, 56,000 (76,000) lbs.

## From Abroad

The tax on exported grain has been increased by the Argentine government from one to two centavos per 220 lbs.

The Chilean agricultural export board on Jan. 17 set the price of the 1938-39 wheat crop at 93 cents per bushel at Santiago railway stations.

To cut down competition a large flour mill at Liverpool, Eng., has been purchased and will be closed, by the Millers Mutual Ass'n, a combination of British Millers.

Corn, other than white, from countries receiving most-favored-nation treatment may now be imported into Italy at the reduced rate of 15 lire per quintal (20 cents per bushel), instead of 25 lire (33 cents) that has been in effect since March 31, 1937.

India imposed a new import duty on wheat and flour, effective Dec. 7, according to a report from United States Vice Consul Richard W. Byrd at Calcutta. This amounts to 1.5 rupees per hundredweight or about 28 cents per bushel, and is to continue in force until March 31, 1940. Previously, there was no duty on any of the grains, but imports of flour paid 25 per cent ad valorem.

The International Wheat Advisory Com'tee at London adjourned Jan. 13 until Jan. 31 after leaving a special com'tee of 10 nations to prepare a program for a world wheat conference to be submitted to all nations. Ten exporting nations favored minimum price agreements as a solution of world wheat ills, but delegates from twelve importing countries disagreed and favored an export quota system.

The South African Ministry of Agriculture has published a schedule specifying the prices fixed by the Wheat Control Board at which persons grinding, crushing, gisting or otherwise processing wheat must sell meal, flour, bran and pollard, and at which bread of various grades of wheat must be sold. Producers must sell their wheat to the Wheat Control Board and thru no other channel, and will receive the fixed prices for the various grades less 9d. commission on each bag, deducted by the Board.

## Calendars Received

International Harvester Co.'s industrial power division has its 1939 calendar illustrated with photographs to tell the story of tractors, tractors, and diesel industrial power units all tradition with its 1939 calendar. Attractive monthly sheets with a light and dark green background show the current month in large size, the preceding and succeeding months in half size, and these sheets are hung on a string in such manner that they will tear away cleanly. Only advertising on the calendar is the simple "SKF" trade mark in red near the middle of each sheet.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Winchester, Ind., Jan. 14.—Have a wonderfully fine blanket of snow on the ground. This is splendid for our wheat. It was looking bad a week ago, seemed to be spotted. If this snow stays a few days, it may help. Ground was getting very dry.—Goodrich Bros. Co., by P. E. Goodrich.

Sacramento, Cal.—California's bean production for 1938 is calculated by the State crop reporting service at 4,563,000 hundred-weight bags, or approximately 30 per cent of the national production of all varieties. The 1938 harvest compared with 5,369,000 bags in 1937. About half of the California production was represented by lima beans.—W. H. B.

Fort Worth, Tex., Jan. 12.—Saturday and Sunday brought heavy rains from 1 to 3 inches over the entire wheat section of Texas and Oklahoma, thus relieving a most acute situation and lending promise of a much better wheat crop. There's enough moisture now to carry the crop for 45 days.—G. E. Blewett, sec'y, Texas Grain & Feed Dealers Ass'n.

Fort Worth, Tex., Jan. 19.—E. G. Rall, of the Rall Grain Co., Ft. Worth, returned from his West Texas ranches this week and believes that Texas will now make as much wheat as last year. As recent rains in the South Panhandle and West Texas have brought a sharp recovery and a marked improvement.—G. E. Blewett, Sec'y Texas Grain & Feed Dealers Ass'n.

Sacramento, Cal.—For the third successive year, total acreage of wheat seed planted, or to be planted in California, has decreased, according to L. M. Clarke of the State Department of Agriculture. Estimating that the total acreage seeded to wheat, or to be planted this year, is 706,000, Clarke pointed out that the total acreage in 1939 is 17 per cent below the acreage sown last year, and 21 per cent less than the 1937 acreage.—W. H. B.

Kansas City, Mo.—Average protein of 1,681 cars of wheat tested during December by the Kansas City office of the Kansas grain inspection department was 12.69 per cent, and 942 cars tested by Missouri averaged 12.85 per cent. Average protein of 12.7 per cent is reported in the combined inspections of both departments for the month of 2,623 cars, compared with 13.17 per cent on 1,776 cars in December, 1937. A market average of 12.92 per cent protein is shown on the total inspections at Kansas City so far on the crop year of 45,065 cars, compared with 12.92 per cent on 45,572 cars in the first half of the season a year ago.

Minneapolis, Minn., Jan. 20.—A recent light snowfall covered a good share of New Mexico, Arizona, Utah and Colorado, and snowfall during the past week has been fairly general over the North and central states and should be of some benefit to the winter wheat and winter rye. The area formerly known as the "Dust Bowl" received fair to good rains and the condition of the crop here is the best it has been for many years. In the soft wheat states east of the Mississippi River conditions are only fair, as some observers find the plant in several sections to be under-developed and in poor condition to withstand severe winter weather. As the wheat plant in all sections of the country is in the dormant stage, very little can be said about crop prospects.—Cargill Crop Bulletin.

Kansas City, Mo., Jan. 11.—Generally speaking, the prospect over the entire state has declined further since Dec. 1, and, except for scattered and light precipitation the past few days, the drought has continued unbroken. The Southwest quarter of the state undoubtedly received some material benefit from the rains, Jan. 7 and 8, but over the balance of the state the moisture was spotted and insufficient, so where it was received, it will alleviate the extreme dryness of the top soil. The rains were reported heavier in the Texas and Oklahoma Panhandle, which should be of great benefit there, altho the present prospect is not for a big crop in either state. Since July, 1938, the moisture supply for the state has again been below normal, with all other sections suffering more than the Southwest quarter.—The Robinson Elevator Co., H. L. Robinson.

## Protein Survey of Canadian Barley

The Grain Research Laboratory of the Board of Grain Commissioners, Winnipeg, Man., has issued its fifth annual survey of the protein content of western Canadian barley.

The protein content of Manitoba and Saskatchewan grown barley is approximately 0.5 per cent lower than last year while that from Alberta is 0.5 per cent higher.

The data have been assembled in a mimeograph of 14 pages by W. F. Geddes and W. J. Eva, and are illustrated by means of a map on which the barley-growing areas have been divided into zones of differing protein levels, these zones being indicated by various colors.

The 2,141 samples were taken from the official grading samples in the various inspection offices and, hence, represent carlots of barley; the collections included all the available grades

and were made over a period of approximately ten weeks, in order that they should be fairly representative of the deliveries thruout the harvest season. An effort was made to obtain up to eight samples per shipping point and the average for the present survey is 3.3.

## Death of L. L. Quinby

Lee L. Quinby, for 40 years in the grain business and active in the co-operative movement when the Farmers National Grain Cor-



L. L. Quinby, Omaha, Neb., Deceased

poration was formed, died Jan. 16 of a heart attack in his home at Omaha, Neb., aged 62 years. A native of Wisconsin, Mr. Quinby served in the Spanish-American war. Returning from Cuba he went to Council Bluffs and later to Omaha and engaged in the grain business. At the time of his death he was general manager of the Westcentral Co-operative Grain Co., operating terminal elevators at Omaha, Fremont and Kearney, Neb.

His widow and a son survive him.

The hearing on the charges by the Sec'y of Agriculture that Cargill, Inc., had manipulated corn futures prices, that was to have been held Jan. 10, has been indefinitely postponed, probably until after the charges by Cargill, Inc., against the Chicago Board of Trade.

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

		Wheat													
		Option	Jan. 11	Jan. 12	Jan. 13	Jan. 14	Jan. 15	Jan. 16	Jan. 17	Jan. 18	Jan. 19	Jan. 20	Jan. 21	Jan. 22	Jan. 23
		High	Low	High	Low	High	Low	High	Low	High	Low	High	Low	High	Low
Chicago	.....	80 1/4	62 3/4	69	69 1/4	68 3/4	68 1/2	68 3/4	68 1/2	69 1/2	69 1/2	69 1/2	69 1/2	69	69 3/4
Winnipeg	.....	79 1/2	59 3/4	62 1/2	62 3/4	62 1/4	62	62	61 3/4	62 1/2	62 1/2	62 3/4	62 3/4	62 1/2	62 3/4
Liverpool*	.....	.....	.....	62 3/4	63 1/4	62 3/4	62 3/4	62 3/4	62 3/4	63 1/4	63 1/4	63 1/4	62 3/4	63 1/4	63 1/2
Kansas City	.....	69	58 3/4	65 3/4	66	65 3/4	65 1/4	65 3/4	65 1/4	66 1/4	66	66 1/4	65 3/4	65 1/4	66 1/4
Minneapolis	.....	75 1/2	64 3/4	72 1/2	72 1/4	71 1/4	71 1/4	71 1/4	71 1/4	72 3/4	72 1/2	72 3/4	72 3/4	72	72 3/4
Duluth, durum	.....	66 5/8	55 1/2	62 3/4	62 3/4	62 1/4	61 3/4	62	61 3/4	62 3/4	62 3/4	62 3/4	62 1/2	62 3/4	63
Milwaukee	.....	79 1/4	63 3/4	69 1/2	69 1/4	68 3/4	68 3/4	68 3/4	68 3/4	69 1/2	69 1/2	69 1/2	69 3/4	69	.....
		Corn													
Chicago	.....	60 1/4	47 1/4	52 3/4	52 3/4	52 1/2	52 1/4	52 3/4	52 1/4	52 1/4	52 1/4	52 1/4	51 3/4	51 1/4	51 5/8
Kansas City	.....	51 1/4	44 1/4	50	50	49 3/4	49 1/4	49 3/4	49 1/4	49 1/4	49 1/4	48 3/4	48 1/4	48 3/4	.....
Milwaukee	.....	58 3/4	47 1/2	53 3/4	52 3/4	52 3/4	52 1/4	52 3/4	52 1/4	52 1/4	52 1/4	51 3/4	51 3/4	.....	.....
		Oats													
Chicago	.....	30 1/2	24 3/4	29 3/4	29 3/4	29 3/4	29	29 1/4	29	29 1/4	29	29	28 3/4	28 3/4	28 1/2
Winnipeg	.....	33 1/4	27 1/2	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	29 3/4	30	29	29 3/4	29 3/4	29 3/4	29 3/4
Minneapolis	.....	27 5/8	22 3/8	26 1/4	26 3/4	26 1/2	26 1/4	26 3/4	26 1/4	29 1/2	29 1/4	26 1/2	25 3/4	25 3/4	.....
Milwaukee	.....	30 3/8	25	29 3/4	29 3/4	29 3/4	29	29 1/4	29	29 1/4	29	29	28 3/4	28 3/4	.....
		Rye													
Chicago	.....	53 1/2	41 3/4	47	47 1/2	47	46 1/4	46 5/8	46 1/4	47 1/4	46 1/2	46 3/4	46 3/4	46 1/4	46 3/4
Minneapolis	.....	44 1/2	36 1/2	42 3/4	43 1/4	42 3/4	41 5/8	41 3/4	41 3/4	42 3/4	42 1/4	42 1/4	42 1/4	41 5/8	42 1/4
Winnipeg	.....	47 1/2	39 1/4	42 1/2	44 1/4	43 3/4	42 3/4	43	42 1/2	43 3/4	43	43	42 3/4	43	43 1/4
Duluth	.....	47	40 1/2	46	46	46	46	46	46	47	47	47	47	47	47
		Barley													
Minneapolis	.....	37	31 1/2	35	35 1/4	34 1/4	34 1/4	34 1/4	34 1/4	34 3/4	34	33 3/4	33 3/4	33 3/4	33 3/4
Winnipeg	.....	44 5/8	34 3/8	38 3/4	38 1/2	38 1/2	38 3/8	38	38	38 1/2	37 5/8	37 3/4	37 3/4	37 3/4	37 5/8
		Soybeans													
Chicago	.....	84 1/4	68 1/4	83 1/4	83 3/4	84 1/4	83 1/2	83	82 3/8	83 1/2	84 1/4	83 3/4	82 1/2	82 1/4	83 3/4

\*New, at daily current rate of exchange.

## A Crime to Sell Mortgaged Grain in Texas

Grain & Feed Journals, Consolidated: In your issue of January 11th on page 20 I notice an article entitled "Make Selling of Grain Covered by a Lien a Crime."

I am not at all familiar with the laws in other States but in Texas it is and has been for many years a crime punishable of a minimum of two years in the penitentiary to sell anything covered by a mortgage, and I rather suspect that this same law prevails in other States. So as it appears I can not comprehend any mortgage company doing business in a State without such a law, especially those companies handling automobile papers.

It is, of course, obvious that this law does not reimburse the country elevator for the many losses in buying mortgaged grain when he has also to pay the mortgage, but I feel that the country grain dealers are perhaps in some measure at fault and to be blamed. For if they would prosecute a few of these cases and put a few of these fellows in jail that sell mortgaged grain, it would certainly discourage the practice. But so far in Texas I have never heard of any one being prosecuted for selling mortgaged grain.—G. E. Blewett, Sec'y-Treas., Texas Grain Dealers Ass'n, Fort Worth.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

St. Joseph, Mo.—Due to the scarcity of higher test weight wheat in the 1938 crop, the volume of that grain received by St. Joseph concerns was about 3,000,000 bus. less than in 1937; corn receipts picked up nearly 2,000,000, while oats were about 1,000,000 heavier.

Buffalo, N. Y.—Elevator interests in Buffalo report that about 750 cars of choice spring wheat, about 1,500,000 bus., have been loaded at elevators here in the last three weeks and shipped to Baltimore in the government's wheat export subsidy program.—G. E. T.

Buffalo, N. Y.—A solid trainload of No. 1 northern wheat was shipped from Buffalo to Baltimore over the Pennsylvania Railroad, destined for export to Europe. The shipment was under the direction of the Federal Surplus Commodities Corp. There were about 88 cars, or 175,000 bus., in the shipment.—G. E. T.

New Orleans, La.—Receipts and shipments of grain for December, 1938, as compared to December, 1937, in bushels, 1937 in parentheses, are: receipts, wheat, 275,664 (399,547); corn, 2,154,205 (3,135,908); oats, — (67,934); rye, — (2,618); kaffir, — (4,200); shipments, wheat, 250,223 (553,920); corn, 1,593,260 (2,518,356); oats, 54,174 (75,264); rye, 90,000 (1,500).—J. M. Wilkie, chief grain inspector.

New York, N. Y.—Receipts and shipments of grain for December, 1938, compared with December, 1937, in bushels, 1937 in parentheses, are as follows: Receipts, wheat, 666,429 (2,055,833); corn, 454,750 (1,541,200); oats, 87,075 (15,400); rye, — (236,300); barley, 32,300 (394,400); millfeed, tons, 56 (55); shipments, 679,000 (1,418,000); corn, 327,000 (1,285,000); rye, — (477,000); barley, 15,000 (293,000); clover seed, 1,158 (3,250); millfeed, tons, — (188).—Dept. of Information & Statistics.

Saint Joseph, Mo.—Receipts and shipments of grain for the month of December, 1938, as compared with December, 1937 (in parentheses) expressed in bushels, were: receipts, wheat, 523,200 (353,600); corn, 849,000 (1,090,500); oats, 548,000 (268,000); rye, — (9,000); barley, 7,000 (3,700); kaffir, — (4,500); shipments, wheat, 675,200 (1,025,600); corn, 442,500 (498,000); oats, 220,000 (58,000); rye, — (24,000); barley, — (7,000); kaffir, — (6,000).—St. Joseph Grain Exchange.

Portland, Ore., Jan. 13.—Wheat and flour shipments from the Pacific Northwest were heavier in the past six months of 1938 than in the same period of any year since 1934. Shipments totaled 20,629,600 bus. compared to 17,751,629 a year ago. Sixty per cent sailed from Columbia river—8,220,375 bus. in wheat and 4,592,620 in flour. The Columbia river wheat movement was almost entirely to foreign ports with Europe taking about 7,000,000 bushels. Flour shipments were chiefly domestic and Asiatic.—F. K. H.

Ottawa, Ont., Jan. 19.—Canadian wheat in store for the week ending Jan. 13, 1939, decreased 1,633,808 bus. compared with the preceding week and increased 108,537,636 bus. when compared with the corresponding week in 1938. The amount in store was reported as 164,355,074 bus., compared with 165,988,882 bus. for the preceding week and 55,817,438 bus. for the week ending Jan. 14, 1938. The stocks of 150,994,898 bus. include 13,360,176 bus. of durum wheat. Wheat receipts in the prairie provinces for the week ending Jan. 13, 1939, amounted to 1,166,155 bus., an increase of 527,417 bus. over the preceding week when 638,738 bus. were marketed. During the corresponding week a year ago the receipts were 2,132,273 bus. By provinces the receipts for the week ending Jan. 13, 1939, were as follows, figures within brackets being those for 1938: Manitoba 77,109 (135,111); Saskatchewan 405,140 (519,606); Alberta 683,906 (1,477,556) bus. For the twenty-four weeks ending Jan. 13, 1939, and the same period in 1938, 256,360,406 bus. and 101,293,872 bus. respectively were received from the farms.—R. H. Coats, Dominion Statistician.

Buffalo, N. Y.—From a score of the 63 boats in Buffalo's winter storage fleet, almost a quarter of the 17,000,000 bus. has been unloaded.—G. E. T.

## Huge Wheat Carry-Over in Pacific Northwest

J. H. Abshier, manager of the Klickitat Valley Grain Growers, states that more than 70 per cent of the Klickitat Valley's 1938 crop of 352,109 bus. is being held in the warehouses and elevators at Goldendale, Centerville and Warwick, Wash. He estimated that at least 50 per cent of this amount was assigned to the government on federal wheat loans.

Fifty cent wheat plus a government loan guaranty to farmers signed up with the AAA are the contributing reasons for the record wheat carry-over, Abshier said.

The three valley warehouses had a carry-over of 57,255 bus. of wheat July 1 of 1938. This amount was augmented by the 352,109 bus. of the 1938 crop. Of the total amount of 409,364 bus. handled at the three warehouses since July 1, only 164,725 have been shipped out.

Since wheat may be held in storage under the provisions of the federal loans until the end of May, 1939, Abshier estimates that warehouses will be crowded almost to the eve of another harvest.

The same crowded condition exists at most other points in the Inland Empire.

## Grain Stocks on Farms

Washington, D. C.—The crop reporting board of the Bureau of Agricultural Economics makes the following report:

Grain Stocks on Farms on January 1				
Crop	Av. 1928-37 1,000 bus.	1938 1,000 bus.	Per cent <sup>1</sup>	1939 1,000 bus.
Corn	1,331,334	1,673,221	78.9	1,797,281
Wheat	215,599	208,510	30.2	281,190
Oats	625,672	698,431	65.1	685,583

<sup>1</sup>Per cent of previous year's crop.

### Wheat on Farms January 1

State	Per cent of previous year's crop		Quantity	
	1938	1939	1928-37 Average Thousands bushels	1938 bushels
Ohio	31	34	11,972	15,783
Ind.	24	27	7,353	8,165
Ill.	21	20	7,454	8,510
Mich.	45	54	7,349	10,540
Minn.	41	50	9,826	19,474
Mo.	19	22	5,011	6,952
N. Dak.	36	44	31,745	35,129
S. Dak.	50	53	12,037	14,722
Nebr.	24	36	15,430	20,057
Kans.	20	23	34,297	35,002
Okla.	19	18	8,594	10,498
Tex.	6	10	3,694	5,505
Mont.	31	40	14,889	28,940
Idaho	10	35	6,653	10,447
Colo.	27	36	3,927	6,989
Wash.	10	12	5,352	6,197
Oreg.	17	23	2,697	5,420

Corn			
Ohio	65	71	73,593
Ind.	73	75	85,566
Ill.	79	88	200,096
Minn.	64	80	51,301
Iowa	73	91	229,001
Mo.	68	81	69,408
S. Dak.	61	78	29,022
Nebr.	70	87	116,136
Kans.	61	68	53,711
Va.	71	71	20,228
N. C.	75	73	27,780
Ga.	77	73	27,535
Ky.	69	70	37,898
Tenn.	70	69	38,362
Ala.	76	75	27,650
Miss.	73	73	23,797
Ark.	69	62	19,176
Tex.	56	57	45,564

Oats			
Ohio	61	64	30,332
Ind.	57	62	26,724
Ill.	62	66	69,456
Mich.	67	71	26,886
Wis.	65	67	49,746
Minn.	64	72	81,382
Iowa	62	71	113,151
Mo.	58	63	19,766
N. Dak.	67	75	22,085
S. Dak.	67	70	31,486
Nebr.	62	64	33,142
Okla.	49	54	12,000
Tex.	41	48	16,590

## 57 Cent Loans on Corn Increasing Rapidly

The Commodity Credit Corporation has announced that, thru Jan. 12, 1939, loans made by the Corporation and lending agencies under the 1938-39 corn loan program aggregate \$40,764,674.59 on 71,551,790 bus. The loans by states are as follows:

State	Amount	Bushels
Colorado	7,694.54	14,322
Illinois	8,004,353.51	14,042,592
Indiana	1,423,726.56	2,498,546
Iowa	21,906,359.76	38,435,147
Kansas	599,924.20	1,053,356
Minnesota	2,682,021.25	4,708,068
Missouri	1,917,472.60	3,364,784
Nebraska	3,051,663.80	5,361,001
Ohio	151,823.47	266,168
Pennsylvania	1,134.87	1,991
South Dakota	1,013,233.23	1,796,575
Wisconsin	5,266.80	9,240

On Jan. 19, the loans made by the Corporation and lending agencies under the 1938-39 corn loan program aggregate \$54,154,221.67 on 95,075,897 bus. as follows:

State	Amount	Bushels
Colorado	\$ 9,045.44	16,692
Illinois	11,510,071.36	20,193,082
Indiana	1,616,263.88	2,836,609
Iowa	28,390,109.64	49,811,662
Kansas	877,469.20	1,541,100
Kentucky	5,614.50	9,850
Minnesota	3,611,092.63	6,339,423
Missouri	2,245,371.92	3,940,514
Nebraska	4,359,934.61	7,673,019
Ohio	224,747.95	394,105
Pennsylvania	1,134.87	1,991
South Dakota	1,291,226.95	2,295,834
Wisconsin	12,138.72	21,296

## Grain Movement in 1938 and 1937

Receipts and shipments of grain at the various markets during the calendar years 1938 and 1937 have been as follows, in bushels:

Receipts		Shipments	
1938	1937	1938	1937
St. Joseph			
Wheat	10,545,600	13,840,000	10,262,400
Corn	5,214,000	3,388,500	3,532,500
Oats	4,520,000	3,646,000	1,172,000
Rye	9,000	144,000	39,000
Barley	43,750	136,500	38,500
Kaffir corn	18,000	22,500	19,500
Milo maize	none	4,500	none
Toledo			
Wheat	12,247,265	10,168,570	4,303,363
Corn	6,827,400	2,331,120	4,486,610
Oats	7,118,725	6,619,170	6,058,570
Rye	151,200	350,000	115,725
Barley	573,620	256,880	169,990
Soybeans	3,638,200	.....	.....
Vancouver			
Wheat	32,931,139	12,017,708	21,521,246
Oats	2,603,480	1,431,004	2,505,405
Barley	2,666,627	723,636	2,658,780
Flaxseed	1,103	715	1,176
Rye	78,838	36,378	83,093
Fort William-Port Arthur			
Wheat	160,283,873	91,684,133	132,419,006
Oats	10,188,645	6,763,146	11,183,380
Barley	16,537,947	14,878,287	16,864,831
Flaxseed	553,838	464,526	703,975
Rye	1,481,852	1,781,104	1,544,311
Minneapolis			
Wheat	60,190,810	52,388,890	27,763,480
Corn	30,619,220	13,065,230	21,415,550
Oats	17,156,610	22,074,200	21,301,870
Barley	36,114,390	29,465,980	32,150,190
Rye	9,060,610	7,730,320	4,373,740
Flaxseed	4,953,320	7,148,710	913,540
Houston			
Wheat	.....	6,321,433	none
Corn	.....	25,365	none
Kaffir	.....	370,347	none
Barley	.....	48,356	none
Galveston			
Wheat	.....	33,397,000	17,566,000
Corn	.....	4,310,000	257,000
Kaffir	.....	291,000	97,000
Rye	.....	213,000	.....
Barley	.....	27,000	.....
New Orleans			
Wheat	.....	5,970,719	1,181,710
Corn	.....	34,405,629	3,108,462
Oats	.....	312,002	270,896
Rye	.....	21,551	.....
Barley	.....	.....	.....



## The Milwaukee-Western Malt Co. Enlarges its Modern Plant

Milwaukee has so long been a large producer of malt and beer it has naturally developed an active demand for choice heavy barley and its barley handlers are continually expanding and improving their facilities for carefully processing this tender grain.

It was not with the desire of owning and operating a large malt house, but with the idea of satisfying the ever-increasing demand for "Milwest" malt and better serving its old customers that the Milwaukee-Western Malt Co. increased its malt and storage capacity for the third time, so that this last addition has more than doubled its capacity.

The Company was founded by A. C. Zinn in 1849, the same year the State of Wisconsin was admitted to the Union. Since then it has always been the aim of the officers of the Company, which now include son and the grandsons of the founder, to keep abreast with modern developments and serve their customers more efficiently. Naturally they are happy to celebrate their ninetieth anniversary with the addition of 1,400,000 bushel storage elevators for both barley and malt.

In designing the modern fire-proof elevators, engineers overcame the limitations of the available ground space by building storage bins over the tracks which serve the elevators, and supporting the bins 27 feet above the rails on the adjoining walls of elevators "A" and "B." Being located but a scant half-mile from the downtown section of Milwaukee, space and trackage consideration compelled careful attention to planning. Therefore as the plant now stands, complete with two individual malt houses, a power house, and five elevator buildings, it is one of the most compact layouts in the industry.

The storage consists of five distinct elevators in which are located three separate cleaning and grading houses, served by six 4,000 bushels per hour elevator legs. From the top of the heavily reinforced foundation slabs, which are supported by some 2,600 55-foot piles to the main roofs, is a space of 147' of bin walls. On the roof of the elevators are 5 cupolas 30' high. The main barley storage is divided into 49 bins, 125 feet high with 32 interstice bins ranging from 6,000 to 21,000 bus. capacity. As the slabs of the bins in the main storage are high above the foundation slabs, a light airy basement is provided. The malt storage is divided into 57 bins of varying capacity, ranging from 5,000 to 18,000 bus. so as to permit a very flexible storage of the various types of malt, each bin holding a particular type of malt, on each of which an exact analytic record is kept. An innovation to insure perfect ventilation was obtained by installing six air shafts running from the basement thru the roof. The galleries over the tanks are high and well lighted.

The cleaning and grading houses contain 37 bins of varying capacity to handle properly and efficiently and separate the various grades of malt, barley, and screenings. The majority of the steel-housed elevator legs are run up on the outside walls and securely braced to the buildings. One elevator leg is run up thru a fire-proof stairwell. An electric Kieckhefer cage elevator also installed in a fire-proof shaft, serves all cleaning floors and galleries. In addition, for speedy supervision, these floors are also served by electrically driven belt manlifts. To control dust no belt conveyors or open spouts are employed, rather all conveyors are of the screw type with tight fitting covers. Only patented demountable bronze couplings, hangers and end boxes fitted for Alemite greasing are employed, insuring perfect alignment and minimum friction. All angledrive gears are submerged in an oil bath in a totally enclosed housing. All conveyors, legs, and machines are individually direct-driven thru reduction gears by totally enclosed explosion-proof A-C motors.

The entire plant is equipped with the very latest design in a dust control system so as to insure cleanliness and remove so far as possible the dust explosion hazard. Two separate units remove all dust and sweepings from the entire plant, connections being provided to all elevators, boots, spouts, conveyors and machinery, thus dust is removed at its source. All elevator heads extend thru the roof and are directly ventilated to the outside. Chaff, hulls, etc., are conveyed by air, thus again eliminating further possibility of dust deposit anywhere about the plant. All grain collected by the dust collecting system is salvaged by means of settling chambers in the dust mains, just before reaching the suction fans. The storage bins are covered and ventilated directly through the dust collecting system.

Barley storage bins are equipped with the Zeleny thermometer system, thus permitting an exact determination of the condition of the barley stored in same, by enabling the operator quickly to read the temperature of each bin at intervals of 5' from the top to the bottom of the bin, thus detecting any unnatural rise in temperature.

Barley when unloaded is immediately put over the scalperators, which are fed from the unloading pit legs. These machines remove dust and foreign materials and at the same time aerate the barley and allow the grain to go into storage in a freshened and cleaned condition. Prior to malting, the grain is run over a machine known as the Terminal 16, which besides rescaling the grain, removes all seed, broken barley, wheat, oats and corn, etc., and divides the barley into three different sizes, according to length only. From here the grain is run over a series of uniflow graders, which again subdivide the barley by widths or diameter into three different grades. These machines being adjustable, can be changed at any time for different grades of barley. For a further and finer separation, certain grades coming over these uniflow graders are once more regraded over a battery of width graders. Barley is now ready for steeping in the malt house, where additional cleaning takes place in the form of floating off of dead kernels, which cannot be removed by any other means.

Malt coming from the malt kilns after weighing on a Richardson automatic scale, is run over a No. 15 Eureka malt cleaner, where it is cooled and the major portion of sprouts are removed. After this it is ready for storage where it lies for curing.

All malt before recleaning is run over a power-driven magnetic separator, which removes all iron particles. From here the malt passes thru two No. 15 Eureka malt cleaners, which thoroly polish, scour, and screen the malt. Then the malt passes into a 40,000-lb. Fairbanks-Morse hopper scale, used as a check against the shipping weights on recording track scales. From this hopper scale the malt is passed to a specially built 48" Eureka Aspirator, which removes any possible dust and loose hulls which

might have developed in the course of its passages thru the spouting. In this manner, after being subject to a further and final suction, the malt loaded into the cars in bulk or bags is positively dust-free.

The general contract for these improvements was awarded Klug & Smith, who employed the Burrell Engineering & Construction Co. to assist in the design and construction of the buildings.

For exterior view of plant see outside front cover.

## Prize Awards for Clean and Attractive Plant

G. D. Estes, president of the Midwest Grain Co., of Hutchinson, Kan., operating 12 country elevators, felt that managers of the local stations deserved special recognition for keeping their warehouses clean and the merchandise attractively displayed.

Accordingly he wrote each manager a letter a year ago reciting the benefits of order and cleanliness. He said "A warehouse which has not been swept for many weeks, with dust and leakage from sacks all mixed with various kinds of dirt and sacks partly full lying around on the floor in a slipshod manner looks bad to the customer who enters. We are sure the impression made on a customer is not inviting, either to call again or to use our feeds."

"We believe that every warehouse should be made as near an attractive display room as possible. Keep it all clean as possible. Arrange feeds to make the best impression on prospective customers. You will be proud of a clean, well kept elevator, storeroom and office, and folks who call will also feel a lot better."

As a stimulus to effort Mr. Estes' letter closed with the promise that the manager of the best kept house would be awarded the title of "Tip-Top Efficiency Man" and receive as a prize a \$5.00 bill just before Christmas.

Keeping the premises clean and orderly benefits the manager personally and makes the business more profitable. It reflects on the manager if an insurance inspector on his periodic visit makes a bad report to the office on the revolting condition of the elevator. By cleaning up the manager will not lose his job by reason of the elevator burning due to piles of trash, hot bearings, spilled oil or rubbing belts.

Frequent sweeping diminishes the fire hazard, the weevil and other bugs working in grain plants. Much sweeping can be done in spare time, or by the helper. A broom costs less than a fire or the loss of a customer.

Sales of feeds and merchandise increase when customers attracted by a neat display, are satisfied that the feed is fresh. Package stock heavily coated with dust is forbidding. Patrons are guided by appearances and readily convince themselves that the well-kept storeroom is a good place to trade, diminishing the sales resistance which the manager sometimes has a struggle to overcome.

In the Midwest contest first prize went to Philip Haney, manager at Neola, Kan., Leo Vratil of Seaman and Henry Vratil of Ray being tied for second, while third prize went to Elmer J. Hahn, St. John, Kan.

So much interest was taken in the contest that the managers vied with one another in making their plants attractive. Mr. Haney had the interior and exterior of his elevator in prime condition and alongside the office platform had a pleasing display of feeds, tires and oils.

The management of the Midwest Grain Co. is so well pleased with the remarkable improvement in the condition of its plants that the same program will be continued the ensuing year.

Corn grind of the 11 refineries reporting was 6,131,803 bus. during December, compared with 4,735,427 bus. in December, 1937, as reported by the Corn Industries Research Foundation.



Philip Haney, Neola, Kan., wins first prize for attractive display and good housekeeping.



## Modern Elevator Facilities Are Provided for Hector, Minn.

Hector, Renville county, Minn., is on the main line of the Milwaukee Railroad about 75 miles due west of Minneapolis. Until recently the Hector Elevator Co. was operating two old elevators at Hector, but as its business had outgrown the old structures, the company decided to wreck both and replace them with a new, modern elevator with rapid handling facilities so let the contract to the T. E. Ibberson Co. to design and build an up-to-date house.

The new attractive plant illustrated herewith is 32'x37' on the ground and cribbed 58' to the eaves with 4' additional cribbing in middle. It provides crib room for 45,000 bus. of grain.

A full concrete slab, reinforced with steel provides a firm foundation. The boot tank is an extra large size  $\frac{1}{4}$ " steel tank set into an 8" bed of concrete. All of the nineteen bins are hoppers.

The workflow is 13' wide running the 32' way of the building and has 14' clearance to all timbers from the top of the workflow, which allows the operator to draw practically all of the bins direct to the cleaner without re-elevation.

This new plant is of all cribbed construction, using 2x8 cribbing on the two inside workflow walls and 2x6 cribbing on all other walls up to a point of 38 feet, the balance of the cribbing being 2x4's.

An old cleaner was installed in the workflow. This cleaner has a direct motor and drive. The dust from this cleaner is piped direct into a galvanized steel dust house, which is located outside the elevator.

The driveway is 16 ft. wide and enclosed 60 ft. The entrance and exit doors are of the extra large size, which are built to accommodate the largest and highest trucks. A 20-ton, 28x9 Fairbanks auto truck dumpscale installed in this driveway and two old Strong-Scott

dumps installed in the scale. The trap door grate is 4 ft. wide and 10 ft. long.

Two legs of 2,500 bushel capacity each, run from top to bottom. Both legs are equipped with roller bearings and each is driven through a  $7\frac{1}{2}$  H. P. Strong-Scott head drive by a  $7\frac{1}{2}$  H. P. Fairbanks Morse enclosed type ball bearing motor. The buckets for these legs are 11x6 Salem, the belts being speeded up so as to elevate 2,500 bus. per hour.

The distributing spout is a double steel spout diverting grain to any of the 19 bins, to an  $8\frac{1}{4}$ " wellcasing direct spout, as well as to the 8x8 spout carrying grain direct back to farmer's truck.

A 2,250 bushel Richardson automatic scale in the cupola drops grain into the  $8\frac{1}{4}$ " shipping spout. The lower hopper of this scale is fitted with two special Ibberson valves, which allow the operator to use the automatic scale to reweigh the house without loading through the direct spout.

A S-S safety manlift installed between the two sets of legs provides easy passage from the workflow to the cupola floor. It is provided with safety locks which will automatically lock cage in case cable breaks.

A warehouse is attached to the elevator and exit part of the driveway 22'x32'. This warehouse has large size rolling doors at the driveway exit side and track side for loading and unloading purposes. A hard maple floor covers this entire warehouse and the workflow of elevator, as well as the entire office.

The approaches on both the entrance and exit side are supported by reinforced concrete retaining walls, with the Ibberson standard rail posts and railings.

The office is 14'x32' and has three separate rooms, which allow the owners a testing room, a general office, which accommodates the scale beam with a large bay window and a separate private office for the manager and board of directors. This office has a full basement and a lavatory in basement connected directly to

the sewer. The main office has an automatic drinking fountain.

The entire plant is covered with a heavy 26 gauge standing seam steel roofing with a composition roofing under all steel roofs for a cushion. The walls are covered with 26 gauge corrugated iron siding.

In the designing and building of this plant due consideration has been given the equipment of all kinds, so as to obtain the benefit of the lowest possible fire insurance rate.

The president of this company is Mr. E. J. Butler and the secretary is Mr. John A. Johnson. The manager, Mr. P. L. Griffin, has successfully managed this company for many years.

## Contract for 5,000,000 Bushel Elevator at Decatur, Ill.

The Archer-Daniels-Midland Co. has purchased a tract of land known as the Walter H. Rowe property, located on the west shore of Lake Decatur. Construction of a 5,000,000 bus. grain elevator, head house, and soybean processing plant will start at once. The plant will be located on the Illinois Central Railroad and will be serviced by it.

A sufficient acreage of land has been purchased to provide for railroad yards adjoining the plant and to provide for future expansion.

The Archer-Daniels-Midland Co. already operates five soybean processing plants located at Chicago, Toledo, Buffalo, Milwaukee, and Minneapolis. The Decatur plant is being built to round out the company's soybean processing facilities and to provide adequate storage for soybeans and grain.

The grain elevator for which contract has been let to the McKenzie-Hague Co., is to have a capacity of 5,000,000 bus. The layout is so arranged that 5,000,000 bus. storage may be added. It is hoped to complete the grain elevator by July first in order to handle wheat and oats at the time these two crops are ready for harvest. The company already owns and operates 58,000,000 bus. of grain storage and does a general grain storage and merchandising business. An office building will be built on the Decatur site to house the grain buying and merchandising organization for the Decatur territory.

The grain elevator will be provided with car-dumping equipment having an unloading capacity of 100 cars in eight hours. There will be approximately two miles of railroad tracks on the property serving the grain elevator and processing plant.

The company is providing these unusual operating facilities in order to handle a large volume of soybeans and all kinds of grain during heavy crop movement. At the same time the company will be in position to handle and recondition grain for the company's extensive merchandising operations and load out the total daily output of the soybean processing plant. The structures will be of modern fireproof construction, largely reinforced concrete and brick.

The Archer-Daniels-Midland Co. has for a number of years worked closely with the Evans Elevator Co. at Decatur and this close association will continue as heretofore. The Executive Offices of the company are located at Minneapolis. The headquarters of the Soybean Division are located at Milwaukee. The Archer and Daniels families have been engaged in the oil milling business since 1840, nearly a century. The company is best known as a processor and refiner of vegetable oils, however it is engaged in a number of allied lines, such as grain storage and merchandising, flour milling and the manufacture of foundry oils.

The N. L. R. B. has discontinued proceedings against the Nutrena Mills, Coffeyville, Kan., after an agreement to bargain with the American Federation of Labor union, and reinstatement of a former employe with back pay.



New Rapid Handling Elevator at Hector, Minn.



# Indiana Dealers Progressive Legislative Program Outlined

Enthusiastic Hoosier grain dealers gathered in record numbers for the progressive program of the Indiana Grain Dealers Ass'n, holding its 38th annual convention in the Columbia Club, Indianapolis, Jan. 23 and 24.

After registering, buying banquet tickets and greeting friends, the dealers were lured into the commodious banquet hall on the tenth floor with community singing.

## Monday Morning Session

PRESIDENT C. C. BARNES, Winchester, gavelled the opening of the first session at 10 a. m.

G. A. PRITCHARD, Fortville, chairman, legislative com'te, anticipated a reduction in taxes and outlined the ass'n's legislative program as follows:

### Legislative Com'te Report

In order that you may be acquainted with the functions of your legislative com'te and the legislative bills that we are opposing and those we are favoring, I have prepared a brief report. Your com'te met on Dec. 15th, and after careful deliberation decided to align our organization's legislative activities with several other state organizations since these organizations' problems are the same as ours and are all fighting for the same cause. The bills we considered follow:

1. We oppose the enactment of any state wage hour bill until such time as experience may be gained from the operation of the federal wage hour bill.
2. We oppose any law which would cause the state of Indiana to engage in the workman's compensation liability or any other insurance business.
3. We are opposed to changes in the unemployment compensation fund which would eliminate the employer reserve partial pool.
4. We favor, with other interests, a substantial reduction in the gross income tax rate as applied to retailers.
5. We support the proposed constitutional amendments which would prohibit the diversion of highway funds to other departments than for highway purposes.
6. We favor the enactment of a law making it a crime to sell grain and agriculture products on which there is a lien or a mortgage without so advising the purchaser at the time of sale. The penalty should be a specific fine and imprisonment of the offenders.
7. We favor the granting of public relief entirely on a strictly needs basis.
8. We favor a balanced state budget for the next biennium without imposition of new or increased taxes, urging tax reductions be made by decreasing cost in operation of state and local government.
9. We strongly favor the regulation of itinerant trucker merchants operating in the state in competition with the regularly established merchants by requiring them to pay license fees, store taxes, gross income tax, property tax and all other taxes now imposed against the established merchants.

We trust the above program will meet with your approval and urge that each individual member write to his senator and representative presenting his views in respect to these and other legislative bills. I informed you in the beginning that we had aligned ourselves with other state associations. These associations are as follows: Associated Retailers of Indiana, Retail Hardware Dealers Ass'n, Coal Merchants Ass'n, Manufacturers of Dairy Products, Retail Jewelry Ass'n, State Restaurant Ass'n, Ass'n of Ice Industries, Lumber Dealers Ass'n, Retail Furniture Ass'n, Laundryman's Ass'n, Independent Petroleum Ass'n, Petroleum Marketers Committee, Bakers Ass'n, Private Truckers Ass'n, Auto Trades Ass'n, Implement Dealers Ass'n, Allied Florists of Indiana.

PRESIDENT BARNES reviewed overhead expenses in operating country elevators, calling attention to the taxes and increased labor and operating costs that for safety require wider margins. In his address he said:

### President Barnes Appeals for Wider Margins

You, who have been attending these conventions for the past thirty years, have no doubt heard every president enumerate the many new and perplexing problems confronting the grain trade. Unfortunately our troubles pyramid, we cure few of our ills and constantly acquire new ones.

One point I'd like to get over to you and if I do I will have contributed in a small way to the future prosperity of the Indiana grain trade. We are all keenly aware of the constant increase in the cost of doing business. Each year our taxes are higher and there is nothing we can do about it, of course, we help elect officers who declare they will cure the whole deplorable tax system when we know it can't be done because we are constantly demanding more roads, schools and old age pensions.

With labor in the saddle at Washington and nearly every state capitol, we can't expect anything but a higher wage level. I doubt if many of us would want it otherwise, just so they let us have good labor and not burden us with Socialistic laws that make loafers of our best men.

Freight rates are constantly advancing with resultant higher cost of materials and doing business. We may succeed in getting a small reduction from one territory, but it must be made up in some other section and in the end we are no better off. With the railroads running behind every month we can hardly expect anything but higher freight rates.

There is one vital part of our business that we can do something about and it's so important it will take care of all the can't's. It's the margin of profit we ask on the merchandise sold and the grain we buy. Many of us are trying to make a 1914 margin cover a 1939 cost of doing business. It just can't be done.

Recently I analyzed the business operations of twenty elevators located in north central and eastern Indiana. These elevators represent a true cross section of Indiana country grain elevators, with the possible exception of houses along the west side of the state that handle more grain and few side lines. In this group are houses that handle a more than average tonnage of coal, others that have a small coal business but do more feed and grinding business, some that handle a good volume of grain and others that could be classed as retail stores rather than grain elevators.

In analyzing the operating statements of these elevators, facts were uncovered that were startling to me. I reduced the grain, seed, feed, coal, grinding, fertilizer and like commodities to pounds and using the total of all expenses, worked out the cost of handling 100 lbs. of merchandise. The average was 9.2c per hundred. I believe most of you are thinking it doesn't cost you that figure to handle a hundred pounds. I won't take issue with you on that point, but assure you if you make the same analysis, it will open your eyes.

**Old Man Overhead:** All know the direct expense of handling a bushel of wheat is not 5½¢ or 6½¢ for corn or \$1.80 for a ton of coal. We have figured it too many times with our stub pencil on the back of an envelope or feed tag, but how many of us count the wages of that invisible workman, Old Man Overhead.

Overhead is a laborer the Wage and Hour law doesn't limit as to working hours. His wages have been raised per hour but he works seven days 24 hours per day every week. Don't forget that fellow, you can't fire him and you can't run a business without him, he won't even go on a sit down strike. He is the fellow who will break you if you don't add in his wages when you figure your margin of profit.

To give good service new machinery must be installed from time to time, repairs made, painting done, fire insurance, windstorm, public liability, workmen's compensation, and two or three other varieties of insurance paid, each year new records to keep to satisfy the Gross Income department, payroll records for Social Security inspectors and then, hire auditors to make out your Federal income tax report and prove to the government you haven't made any money.

We could go on at length adding up items that are not visible in the mechanical handling of a load of corn or a ton of coal, and don't have to be paid each Saturday evening, but just the same they must be paid and have a distressing habit of demanding payment at times when business has been rotten and the old bank roll isn't a roll any more, just a few skinny pieces of paper with the single figure one in each corner.

You are entitled to a margin wide enough to keep up your plant in order to give good service to your community. In spite of the increas-

ing number of truckers in the field, the country grain elevator is still a necessity and has its place in the economic and orderly marketing of our agricultural products. The majority of your expenses are fixed by some one besides yourself and can only be controlled to a very slight extent, and you can't do anything about it. To offset this you and you alone can control the price you pay for grain or the selling price of your merchandise. You can if you have the courage do something about that.

If you expect to make your expenses by speculation, shut up the elevator and let the wire house handle your account, shoot craps, play the races or even slot machines, you will at least have some fun and not develop fallen arches from running up and down the elevator stairs to dig out a choked up leg or to see what in the h— is wrong with the cleaner.

WALTER MOORE, Covington: We need safer margins, but the government says we can have only 2c a bushel for handling sealed corn.

PRESIDENT BARNES: It's your money and you don't have to accept such pay. Of course you may lose some business. But if you make a profit you can't handle grain below cost. An excellent manager in this state refuses to take business without a profit. He makes money every year.

SEC'Y FRED K. SALE, Indianapolis, gave his annual report as follows:

### Report of Sec'y Sale

Reviewing this year's work, I can tell you that it has been the busiest one in my office since I have been serving as your Secretary the past ten years. Our correspondence has been exceedingly heavy which has necessitated employing an extra stenographer for short periods several times during the year.

Our association has affiliated with the Inter-Organization Council of Indiana. This is an association of business men and trade organizations of Indiana working together for mutual helpfulness, a non-partisan group, whose purpose is to combine its interest and work strictly in the fields of state taxation, labor legislation and social security legislation. A great amount of research has been done, and the results have been published and placed in the hands of each member of our State Assembly. This contact has proven of great value to our association. Throughout the year, your sec'y has met frequently in conference with some eighteen or more State secretaries of retailing groups, for the purpose of correlating our ideas and making plans for the present session of the legislature. Largely through the efforts of these allied groups, we find business men today well organized and prepared to protect their interests. It is the first time in many years that they have really gotten together for their mutual welfare. There are many bills coming before this legislature, as evidenced by Mr. Pritchard's report, that will have a direct effect on your business.

**Deaths:** Death has taken a number of our prominent and substantial grain dealers during the year. In their memory, I will read their names and the dates of their deaths: Amos W. Snyder, Bluffton, Jan. 20; Walter L. Brown, Frankfort, January 23; O. J. Thompson, Kokomo, February 8; James M. Hanna, Willow Branch, May 18; Albert Konovsky, Demotte, June 15; E. M. Fisher, Needham, Sept. 8; Thomas A. McCoy, Liberty, Sept. 17; D. F. Simson, Romney, Oct. 1; J. J. Rammacker, Buffalo, N. Y., Oct. 7; and Harry E. Garrison, Earl Park, Nov. 25. (As a tribute to these departed fellow-members, all stood for a moment of silent meditation.)

**Grain Grading Schools:** During the latter part of March a series of two-day grain grading schools were held in LaFayette, Fort Wayne, and Indianapolis, which were well attended by grain dealers and millers. This course of instruction is of great importance and should be taken advantage of even more extensively by the trade at future schools. Many grain dealers as well as many of our farmers, suffered heavy losses on their last wheat crop, when they found they had "sick" wheat in their bins. This situation should receive special consideration at future grading schools. If the grain trade desires a series of these schools to be held in March or April, and if they will support same with their presence, I can obtain the cooperation of Prof. F. E. Robbins of Purdue University, and the U. S. Department of Agriculture, in arranging such a series.

**Group Meetings:** During the year we have held a number of district grain meetings, and a number of others to discuss trucking of grain. These meetings are bound to prove helpful. Two districts were definitely organized, one at Kokomo and the other at Lebanon, and local officers were selected to carry on the work. One or two other districts are being organized. We urge that you take it upon yourselves to talk with your neighbors concerning the idea of a local organization in your territory.



**Tax on Interstate Grain:** Possibly the most outstanding event of the year to Indiana grain dealers and millers occurred on May 16th. This was the day the U. S. Supreme Court rendered its decision in the J. D. Adams Co. case, relating to the payment of the Gross Income Tax on proceeds derived from interstate shipments. We offered our financial assistance to those interests which carried the case to the U. S. Supreme Court. The result of this decision relieved the grain trade from payment of their supplemental returns on interstate grain transactions, which otherwise would doubtless have caused the liquidation of many firms. Judging from knowledge of the amounts several of our members would have had to pay, had the Court decided against us, I venture the conservative guess that the grain and milling interests were saved from \$200,000 to \$300,000 in these accumulated taxes. The Division still holds that certain interstate grain transactions are subject to  $\frac{1}{4}$  of one per cent tax.

I would like to impress the fact to those of you here today, and to our other members who may read this report in the grain publications, that your favorable position in the application of the gross income tax to your business, is due directly to the efforts of this association. We have spent some of your money for legal services to represent your interests in hearings before the Division, and successfully. I have gone with several of our members before the attorneys of the Division to help straighten out their differences and in some cases to recover taxes which had been improperly assessed and paid. If our organization had not accomplished a solitary thing for your protection other than our work on the gross income tax during these last several years, you would have been repaid many fold the nominal dues you have paid us.

**Membership:** We have reached a new high point in our total membership. Last year I reported a total of 464 members. This year, due to the efforts of our boosters, we have acquired 56 new and reinstated former members. Our losses through deaths, changes in firms, suspension for non-payment of dues a total of 36, leaving a net gain of 20. Our total membership today is 484.

The Boosters who gathered in these new members and the number each obtained are: Lee Evans, Remington, 4; President Barnes, Winchester, 3; Lowell Hutchinson, Arlington, 3; O. P. Larimore, Indianapolis, 3; C. G. Egly, Ft. Wayne, 2; W. S. Wisehart, Millville, 2; George D. Woodman, Toledo, Ohio, 2. The following obtained 1 application each: F. A. Dahl, Belshaw; Ed Bash, Ft. Wayne; Royal D. Clapp, Columbia City; Owen Dutchess, Walton; W. G. Haug, Winchester; W. N. Loughry, Monticello; C. C. Major, Indianapolis; C. E. Patton, Greensburg; Geo. B. Wood, Buffalo, N. Y., and Secretary Sale, 26. This makes a total of 56 since our meeting a year ago. The sincere thanks of the officers and the membership is extended to these Go-Getters.

**Activities:** Three meetings of the Board of Directors have been held for the transaction of association business. The Legislative Com'tee was called together in November to plan our policy and activities on legislation at the present session of the State Legislature.

My travels over the state this year have been more extensive than in recent years in attending group meetings, conferring with State Crop Insurance and Wheat and Corn Loan officials. I appeared before an ICC hearing in Chicago and offered testimony in Ex Parte No. 123, on

behalf of our membership. I arranged for and attended the three Grain Grading Schools in March.

President Barnes represented the association at a trucking hearing before a com'tee of the Chicago Board of Trade in May. Mr. Tully C. Crabbs was our representative at a Chicago hearing before the CFA supporting our petition for a reduction on export grain rates to the East. Mr. H. O. Holloper, T.M., of the Indiana State Chamber of Commerce, was delegated to represent the association at Buffalo, N. Y., in September in opposition to the proposal of the railroads increasing the stop-off charges on cars from \$6.93 to \$10.00.

We have had representation at several of the southern rate case hearings and the last of these is now in progress at Atlanta, Ga.

In November, we affiliated with the Indiana State Chamber of Commerce, realizing it would strengthen and enlarge our scope of transportation endeavors on many commodities that our members handle as sidelines. Also, it will be of added strength along legislative lines. The membership of the Chamber represents business interests of all kinds all over the State.

**Collection Service:** About two years ago our association took a membership in the Indianapolis Association of Credit Men's Service, Inc., for which we pay an annual fee and which gives our members the opportunity of presenting to it their slow accounts for collection at reasonable rates.

**Finances:** This is another part of our work we are not ashamed of. Certified public accountants have audited our books and after deducting for depreciation on office equipment, unpaid OAB tax and a depreciation on a liquidated investment, we show a net income for the year of \$554.62. On Dec. 31st we have 22 members whose dues were unpaid and of these, 13 were not over 30 days delinquent. All but 10 have remitted to date. I wish to express to all of you my sincere appreciation and thanks for the promptness in which you pay your dues.

The year has been an exceedingly busy one. It has been a good one in every respect. The Association has gone forward. It is stronger numerically and financially. I sincerely believe, than at any time in its 38 years of existence. You members have made it what it is today.

#### Processing Taxes

S. R. HARRELL, Indianapolis, president Indiana Millers Ass'n, explained proposed processing taxes on grain, and berated the state gross income tax that forces Indiana mills to buy wheat outside of the state. He said a movement has been started to eliminate application of the  $\frac{1}{4}\%$  gross income tax to agricultural commodities. He said:

Adjourned to 1:30 p. m.

#### Monday Afternoon Session

PRESIDENT BARNES opened the second session at 1:30 p. m.

C. D. ALEXANDER, Indianapolis, explained the Indiana Wage-Hour Bill. "It is not yet a law," he said. "We hope it won't become a law." In his address he reported:

H. S. ROGERS, statistician, Indiana State Chamber of Commerce, explained Workmen's Compensation Insurance. He defined this class

of insurance, and defined accidents as two kinds, preventable and inevitable.

He urged grain dealers to set up guards and prevent accidents insofar as possible, and to educate their employes in safe working habits.

"Under private compensation insurance system, employers select the insurance carrier. Low rates are available from a state fund under Indiana's state system, but it offers poor service to both employers and employes."

A state monopoly is being sought, he said, and is being fought by business men and insurance men who are interested in compensation that is mutually beneficial and effective for both employes and employers.

No demand has been found for establishing a state monopolistic system, except from a small band of labor leaders who offer no good reason for change.

Senate Bill No. 12, he said, proposes to liberalize the present compensation law, which would make the sky the limit in collection periods for injured employes and would raise possible compensation to \$45 per week. This increase would cost two or three times as much as compensation insurance costs today. The proposal is being fought.

#### Traffic Matters

FREEMAN BRADFORD, traffic manager, Indianapolis Board of Trade, said:

"This territory has only two outlets for grain, the east and the south. The west has been creeping into the south, pushing out Indiana flour."

"Increased production of wheat in the south-east has combined with the western hard wheat influence to replace what was considered a soft wheat market. Rail rate reductions in the south have enabled the western shippers to offer lower prices."

"The Pacific Coast shippers have used water rates to take the eastern market. Now they also seek proportional rates, regardless of the vessel movement, to move grain and flour back into the interior from Atlantic ports."

"Barge line rates also have an effect on middle western grain, particularly Indiana grain, which must move by rail. Unless your transportation com'tee has your support you will find your markets restricted to your own backyard."

CLARENCE HENRY, Chicago Board of Trade educational director, asked "Whether the American Farmer Should Ship or Shift or Shrink?" "Good politics and good economics," he said, "do not go together."

"An all-wise Creator failed to consider politics when he deposited metals, and forests in the world and made certain climates particularly adaptable to certain commodities."

He urged free trade in the world as a means to prosperity, blaming excessive tariffs on politics in an interesting address published elsewhere in this number.

PRESIDENT BARNES appointed the following com'tees:

**NOMINATING:** O. L. Barr, chairman, Bicknell; Harold L. Gray, Crawfordsville; Phil J. Wolfram, Brownsburg; Ralph M. Geabes, Clay City; F. A. Dahl, Lowell.

**RESOLUTIONS:** Avon Burk, chairman, Decatur; Don L. Jenkins, Noblesville; L. E. Lake, Colfax; Carl T. Wilson, Sulphur Springs; L. E. Greenwood, Rensselaer; Royal D. Clapp, Columbia City; L. A. Garver, Lawrenceburg.

WALTER R. BECK, Shelbyville, led the discussion on larger profits for grain dealers, encouraging the dealers to "love thy neighbor." "Too many grain dealers are their own competitors," he said. "When they reduce their own margins they reduce the margins of all their competitors and make it difficult to increase their own margins to a profitable basis."

Mr. Beck gave the results of a survey he conducted, roundly, but cleverly, berating evil practices like over-grading, over-bidding, and extension of free services that increase costs without return.

W. D. SPRINGER, Indianapolis: The first law of business is to make a profit. We can't

#### New Officers Indiana Ass'n



President-elect Walter R. Beck, Shelbyville; Vice-President Carl T. Wilson, Sulphur Springs, and Resolutions Committee-man L. A. Garver, Lawrenceburg, discuss the resolutions.



make a profit by buying No. 2 corn and accepting No. 4 corn. A business needs a plan, and it needs inventories regularly to see where and how it makes money.

MR. GARDINER: I think regional meetings and faith in your competitor is the basis for sound business.

CHRIS EGLY, Fort Wayne: Let us accord our competition the right to believe themselves as big as we and we'll have less trouble. Adjourned for the annual banquet.

## The Banquet Draws Record Attendance

More than 560 delegates packed the banquet hall for the annual banquet of the ass'n Monday evening, leaving little space for the waiters to move about with their heavily laden trays.

Steak, well prepared, was the major piece on the banquet menu, preceded with the customary shrimp cocktail, soup, and salad, and followed by ice cream and coffee. In spite of the crowd, the steaks were still hot when they reached the diners.

President Barnes presided after dinner, introducing many celebrities in the grain trade, including five grain dealers who have entered the state legislative halls via the senator and representative route.

"Ned" Gorrell, Winamac, Ind., newspaper publisher, was the humorous speaker, who kept the guests in stitches for an hour after the banquet with "Grindstones and Silver Threads."

"Television Revue of 1939," was station IGDA, broadcasting over a short wave length, a rapid fire series of song, dance, and vaudeville numbers, with a series of wise cracks between numbers for good measure.

Dancing followed the Revue, and lasted until midnight. Long before the annual banquet program was over delegates were praising Sec'y Fred Sale, and the Indianapolis Entertainment Com'te (consisting of Lew Hill, chairman, C. W. Maibucher, E. K. Shepperd, W. L. Honeycutt, and Claude M. Record) to the skies for one of the most successful banquets and entertainments the ass'n has ever enjoyed in a long series of successful entertainments.

## Tuesday Morning Session

PRESIDENT BARNES presided at the third and closing session.

RAY BOWDEN, St. Louis, Mo., and Washington, D. C., executive vice-president of the Grain & Feed Dealers National Ass'n, explained the federal wage-hour law from the standpoint of the country elevators.

### Federal Wage-Hour Law

"Follow the federal wage hour law closely," he advised, "unless you are very certain that your business is exempt from its provisions. The penalties for violation are severe."

Mr. Bowden pointed out that grain elevators with seven or fewer employees, and concerned principally with receiving commodities from farmers in an immediate trade area, are exempt from the law. Shipping grain interstate has no bearing on the exemption. If a grain elevator qualifies as grain handling and storing institution, exempt from the provisions of the law, purchase of products interstate, or shipment of commodities interstate does not change the exemption.

The administrator of the act has defined the "area of production" and related to that definition the number of employees that a plant may have. Question has arisen over whether he had the right to place a limit on the number of employees and a petition has been circulated asking Congress to re-define "area of production."

No elevator, according to Mr. Bowden, can afford to disregard wage-hour legislation. While an elevator may be exempt from the provisions of the federal law, model wage-hour bills are being presented in the current legislatures of 32 states, and these may involve country elevators. A law is a law, regardless of whether it is federal or state.

"We are slowly finding out in this country,"

said Mr. Bowden, "that it is virtually impossible to pass a general law that will cover all the people without creating hardships for many law abiding, peaceful and fair minded citizens."

"The federal wage-hour law was written to eliminate the sweat shops that have worked men, women and children, long hours at starvation wages. With this idea we are each fully sympathetic. It was aimed at the 'chiselers.' But the law succeeds only in penalizing those who pay high wages."

"Some employers have evaded the full effects of the law by reducing the hourly rate of pay for employees so that 44 hours of work, plus time and a half for overtime, making up normal working time, results in the same rate of pay applied on a weekly basis prior to the law. This has been declared contrary to the spirit of the act, tho it is apparently legal. A court decision may be necessary to definitely establish whether this practice is legal, and it is well to keep in mind that an adverse decision, should one be rendered, subjects the employer who so reduces wages to penalties involving retroactive double payment of wages, and to fine and imprisonment."

Mr. Bowden said that efforts have been made to obtain "seasonal peak" exemption from the wage-hour law for terminal elevators, but these efforts have met with no success.

Farmers elevators are very much concerned with the act. Most of them hold regular meetings of the directors, and pay these directors a traveling expense, and a wage for the meeting. While the directors may never be actually paid, if their company constitutions provide for such payment they will come under the act, and a record must be kept of their hours they serve.

Companies that own more than one elevator suffer no discrimination. The act considers each establishment at a different station as a separate business. Mr. Bowden mentioned a line company with 137 elevators employing an average of 1½ men at each elevator, which is exempt from the law because no single station has more than seven employees.

RETAIL FEED stores, and local merchandise establishments that do a strictly retail business, 51 per cent or more of this retail business being done with customers in their own state, are exempt from the federal law, regardless of whether or not the items they sell are shipped in from other states. Companies that process products, as feeds, for distribution entirely within their own states, are also exempt, under the same condition.

Seasonal exemption, said Mr. Bowden, has been allowed for some trades and industries that are open for receiving or processing purposes only 14 weeks out of a year. This exemption is unavailable to elevators, because they remain open the year around. Grain elevators have a peak receiving period, but no provision is made for peak receiving periods.

"FEDERAL AGENCIES," warned Mr. Bowden, "have been making contracts with country elevators for storage of wheat insurance premiums, and for handling sealed corn. A contract with a federal agency is not a contract with a farmer in the 'area of production,' tho the grain may actually come out of that 'area.' Grain so handled or stored is received from the government agency, and may cause a country elevator to lose its exemption."

A man hired to unload coal, and not engaged in selling that coal at retail, is subject to the federal wage-hour law, unless the entire business is exempt, stated Mr. Bowden. No contract can be made with a man for unloading coal. The law recognizes no labor contracts.

Likewise there is no such thing under the law as "occasional labor." Records must be kept on every employee, whether he is employed for an hour, a day, a week, or a year. "Let me caution you," said Mr. Bowden, "to keep careful daily, almost hourly records. If you are investigated, and a federal agent asks you how many hours an employee has worked in a certain week, you cannot answer simply, 'Forty-four.' His next question is apt to be, 'Let me see the record

for Tuesday.' And it will be up to you to produce it."

"You may think that with 130,000,000 people in this country, the federal government would have a difficult time enforcing the wage-hour law. But again let me warn you, that it has the most effective enforcing system in the world. Under the act, any employee may complain of your violation, and an investigation will be started from this complaint. At the same time the law guarantees to the complaining employee that his name will be held strictly confidential. An employer is not likely ever to know which of his employees complained."

### New Officers

CHAIRMAN OSCAR BARR, Bicknell, of the nominating com'te, reported and all nominees were unanimously elected: Walter R. Beck, Shelbyville, president; Carl T. Wilson, Sulphur Springs, vice-president. Directors: C. C. Barnes, Winchester; J. H. Thompson, Kokomo; Victor Stuckey, Berne, and Emmett Hutton, Vincennes. These directors replace retiring directors G. A. Pritchard, Fortville; W. R. Beck, Shelbyville; Walter Penrod, South Whitley, and W. B. Springer, New Lebanon. Hold-over directors are Lee Evans, Remington; F. R. Garver, Boggs town; C. S. Weirick, Indianapolis, and Lowell Hutchinson, Arlington.

### Salesmanship

W. H. BRYAN, St. Louis, Mo., explained sales principles in an address on "The Vendor, the Peddler, the Salesman." Mr. Bryan felt that this nation is on the threshold of a new wave of prosperity and listed several reasons, like cheap credit, low inventories, increases in building permits, and many others. Some of the highlights among his remarks on selling were:

"Practically everything has been changed from time to time except antique furniture, and we make that every year. Change is inevitable. Look at transportation, and the millions of trucks now in use. Look at bath tubs. Less than 150 years ago the White House got its first bath tub. Today a house is seldom built without one."

"Competition, combined with the desire of consumers to enjoy the best, creates changes in merchandise and selling methods."

"There are but two fundamentals of business. These are supply and demand. This nation's consumers use from three to seven times as much merchandise as the consumers of other countries, and constitute the greatest market in the world."

"Customers are interested in themselves. I used to plan my approach according to whether a fellow had a square head or a long nose. But such practices are poppy-cock. All customers are interested in themselves, and all customers buy what they want, within the limits of their pocketbooks. Selling is a mental process, and the job of a salesman is to make a customer want what he has to sell."

"Dramatizing merchandise helps to sell it. Let the customer see the merchandise well and lavishly displayed. Let him handle it, and test it. Light up your show windows and make them attractive."

"Most businesses need a plan. Haphazard methods lead nowhere. Decide where you want your business to go; then get going."

### Resolutions Adopted

L. A. GARNER, Lawrenceburg, reported the following resolutions, all of which were unanimously adopted:

#### Legislative Program

WHEREAS the grain dealers of Indiana are vitally interested in the many bills now introduced and those that will be introduced in the state legislature, be it

RESOLVED that we back the legislative com'te of this ass'n and we are:

1. Opposed to enactment of any state wage-hour bill until such time as experience may be gained from the operation of the federal wage-hour bill. Country elevators cannot be operated like factories. Some days we have several hours' work, some days few, yet we have to keep our men ready should any work come along.



2. We oppose any law which would cause the State of Indiana to engage in the workmen's compensation liability or any other insurance business.

3. We are opposed to changes in the unemployment compensation fund which would eliminate the employer reserve partial pool.

4. We favor, with other interests, a substantial reduction of the gross income tax rate as applied to retailers; also, the elimination of taxes on farm products sold within the state to be processed within the state. It is a double taxation.

5. We support the proposed constitutional amendments which would prohibit diversion of highway funds to other departments than for highway purposes.

6. We favor enactment of a law making it a crime to sell grain and agricultural products on which there is a lien or a mortgage without so advising the purchaser at the time of the sale. The penalty should be a specific fine or imprisonment for the offenders.

7. We favor granting of public relief entirely on a needs basis.

8. We favor a balanced state budget for the next biennium without imposition of new or increased taxes, urging tax reductions by decreasing the cost in operation of state and local government.

9. We strongly favor regulation of itinerant merchants operating in the state in competition with the regularly established legitimate business which would require them to pay license fees, store taxes, gross income taxes, property taxes and all other taxes now imposed against established merchants.

#### Transportation

RESOLVED that the transportation committee continue to fight bitterly the proposed reduction of western freight rates to the south and south-east and Atlantic Seaboard due to its being discriminatory, and thereby placing the grain dealers and merchants east of the Mississippi river on an unfair competitive basis.

#### Processing Tax

WHEREAS adoption of any processing tax on wheat, corn or other farm products that would impose an additional hardship on a public striving to hold up under taxation already too burdensome—such taxes now consuming 25% to 30% of every dollar we spend either in direct or concealed taxation.

RESOLVED that the Indiana Grain Dealers Ass'n in convention assembled, desires to express the hope that Congress, in consideration of the consuming public, which includes the farmer, will avoid taxing any product of the farmer thru such means as the processing tax on wheat and other basic commodities which Sec'y of Agriculture Wallace is advocating.

#### Interference with Commerce

RESOLVED that the Indiana Grain Dealers Ass'n, in session at its 38th conference at Indianapolis, on Jan. 23 and 24, 1939, favor the amendment of the present statute, H. 304, approved Mar. 8, 1933, by striking out the word "perishable" thereby making it unlawful to interfere with the movement of all agricultural products and commerce on the highways, and making it unlawful for any person to interfere with the operations of any vehicles engaged in the transportation of commerce on public highways while such operatives are engaged in their lawful employment on the highways or whether delivering, or receiving, commerce.

RESOLVED that this act should be amended and strengthened as suggested and that such amendment is essential to the welfare of the state.

#### Trucking by Itinerants

OSCAR BARR, Bicknell, led a discussion on the trucking problem which is annoying grain dealers in many districts in Indiana. He pointed out that the question is controversial, some dealers taking the attitude that trucks are another form of competition that must be met and dealt with locally, while a majority felt that trucks are unfair competition that exist only by chiseling, and by avoiding many of the business burdens which must be paid by regularly established dealers.

Mr. Barr suggested that those dealers who find itinerant trucks working in their territories would do well to take their license numbers and pass them along to Sec'y Sale, who would investigate to see if they were paying lawful Indiana taxes.

SECY SALE advised that an itinerant truck bill is being drawn for presentation to the current Indiana legislature which would require itinerant traders to be bonded, take out a license, and pay all of the business taxes that now apply to established tradesmen, thus placing them on an equal business footing. Support of the proposed bill is being sought among farmers, senators, and representatives.

Adjourned *sine die*.

### Hoosier Notes

SOUVENIRS distributed, included books of matches and automatic pencils from C. W. Gottman, representative of Prater Pulverizer Co.; cigars from Bob Crawford, of Oyster Shell Products Co.; cigars and pencils from James E. Bennett & Co. Pencils by The Sidney Grain Machinery Co. and the Grain Dealers National Mutual Fire Ins. Co.

CONTINUOUS market quotations were posted on a blackboard in the convention hall by James E. Bennett & Co.

LLOYD R. RUMSYRE, in spite of a foot that was broken in an auto accident last fall, appeared at the convention, hobbling about with a crutch to greet his many friends in the trade, and buyers of Peoria Cordage Co. twine which he handles. "I wouldn't wish anybody to have an auto accident," he said. "I'm happy now to be getting around on one crutch instead of two, and hope to reduce that to a cane in another six months."

Many ladies were in attendance. Monday afternoon they were entertained with a theater party that kept them busy while the grain dealers were in session. Monday evening they enjoyed the banquet and the fine entertainment provided by the Indianapolis com'te.

The Cleveland Grain Co. gave away cigars, apples, and pencils in its offices in the Board of Trade Building, Larry Larimore and Ed Shepperd officiating, with the able assistance of Fred Watkins.

"EZRA" E. SMITH, a real rustic from Rubetown, entertained between convention sessions thru courtesy of F. S. Royster Guano Co., and insisted upon opening of convention sessions by leading in singing without the "aid of the delegates."

BERT ETCHISON of Stewart wore a sack coat with extremely large side pockets. Evidently he intended to open a bakery with a fresh stock.

IDENTIFICATION badges were furnished by the Grain Dealers National Mutual Fire Insurance Co. Registration was in charge of R. D. Macdaniel, A. E. Leif and H. W. Marsh of the company.

### Exhibits at Indianapolis

SIDNEY GRAIN Machinery Co.'s display of working models of a Sidney vertical feed mixer, and a Sidney overhead truck lift was attended by W. B. Short and Louis Windle, who distributed literature covering the company's entire line of grain handling machinery and gave away pencils, note pads, and cigars.

EDWARD J. FUNK & SONS exhibited sacked and ear samples of Hoosier-Crost Hybrid Seed Corn. In charge of the exhibit were Charles Rush, Robert Thompson, and Harry Brewer to explain the advantages and improved production available thru use of hybrid seed.

KINGSBURY & CO. advertised D & K fertilizers and gave away note books. In charge was Russell Northam and Jas. L. Schell and conducted a guessing contest.

GRAIN DEALERS MUTUAL FIRE INSURANCE CO. distributed pencils and showed a huge board on which was mounted many attractive samples of literature explaining how to operate elevators free from fire hazards.

INDIANA SEED CO. displayed Monument brand field seeds Legume-Aid and Nitrogen inoculators. In charge were H. D. Burge, E. M. Burge and I. E. Harrod.

MAX KATZ BAG CO. showed twine and paper bags and gave away blotters. I. H. Katz was in charge.

A STEINLITE electric moisture meter was displayed by Fred K. Sale for Harry Olson.

BAYER-SEMESAN CO., INC., had its New Improved Ceresan and Semesan, Jr., for disinfecting and treating seed grains on exhibit.

THE SHORES CO. exhibited containers showing the brands of Corn King Mineral Feed and other products and ran a guessing contest.

#### Elevator Supply and Allied Lines

WAREHOUSING: Robert Boggess, and John Cavoise, Chicago.

DISINFECTANTS AND FUMIGANTS: Clark E. Larson, Bayer-Semesan Co.; Al E. Lundquist, Innis Spelden & Co.

FERTILIZERS: Herbert Darr, and C. W. Ferguson.

CORDAGE: Lloyd R. Rumsyre.

MACHINERY AND EQUIPMENT: W. W. Wilson and E. Ripley, Fairbanks-Morse Co.; W. B. Short and L. A. Windle, Sidney Grain Machinery Co.; S. W. Sedberry, Sedberry Machinery Co.; Cliff W. Gottman, Prater Pulverizer Co.; Herman F. Angrick, Industrial Electric Co.; W. W. Pearson.

FEEDS AND FEED INGREDIENTS: D. J. Bunnell, Sheldon Clock, John H. Caldwell, Bob Crawford, Herbert H. Edwards, W. F. Goken, Sam D. Hollett, I. E. Harrod, Gene McCann, Thomas McFeron, Abie Polstra, Frank M. Rosekranz, George Schooler, George Thomas, and Jessie Young.

SEEDS: T. H. Beeson, H. D. Burge, Harry S. Brewer, E. M. Burge, Gene Floyd, Sam Kraus, H. R. Moon, D. S. Foster, Howard C. Myers, C. C. Major, Hugo Riech, Charles Rush, G. R. Straub, Robert Thompson.

FENCING: C. H. Fenner, E. B. Scott, and J. S. Segerson.

### Attendance at Indianapolis Meeting

A check of the registration list by Sec'y Fred Sale's able aid, Eva True, showed the attendance at the Indiana convention included 261 members, 61 visitors and 118 ladies, making a total of 440. But many more were actually present. Banquet tickets sold numbered 560, at which point the supply of available plates ran out, and late comers were forced to eat elsewhere.

The attendance included the following:

CINCINNATI: Bert Terrill.

LOUISVILLE: Clark Yager.

CLEVELAND: F. E. Watkins.

BUFFALO: M. R. Maney, and C. B. Weydman, Eastern Grain Elevator Corp.; Dan A. Southwell, Southwell Grain Corp.

INTERIOR INDIANA brokers: O. A. Dutcher, Walton; C. G. Egly, Fort Wayne.

CHICAGO: George W. Altdorfer, O. J. Bader; George E. Booth, R. E. Disbrow, and William Tucker (Lamson Bros. & Co.); Jack Brennan, Clarence Henry, Steve Hercek; Don W. Jones (Lowell Hoyt & Co.); K. B. Pierce (James E. Bennett & Co.); J. A. Schmitz, Jesse Summers, Harry R. Sawyer, George M. Slingloss, and M. L. Vehon.

ILLINOIS SHIPPERS, brokers, and shippers: Barton Bishopp, Sheldon; W. E. Culbertson, Delavan, sec'y Illinois Grain Dealers Ass'n; F. E. Dowling, Arcola; H. J. Sterrenberg, Crescent City; L. B. Walton, Mayview, president Illinois Grain Dealers Ass'n.

OHIO SHIPPERS: Boots O'Brien, Greenville, president Ohio Grain, Mill & Feed Dealers Ass'n.

STATE AND FEDERAL representatives: A. S. Carter, and P. B. Curtis, from the state chemist's office; Earl S. Settle, Federal Crop Ins. Corp.

INDIANA COUNTRY SHIPPERS: Charles S. Anderson, Stockwell; Carl Applegate, Winamac; W. D. Adams, Elizabethtown; E. B. Adamson, Hagerstown; H. C. Altmansberger, Evansville; G. L. Arnold, Poneto; Floyd Ashworth, Reedville; C. L. Aukerman, Amboy;

Avon Burk, and Sim Burk, Decatur; R. A. Burris, Dayton; John Brattian, Sharpville; Orville Badertscher, Bluffton; Wilbur Bechdol, Walton; Clyde J. Brewer, Crawfordsville; Charles E. Barracks, Frankton; F. W. Blanton, Clayton; W. R. Beck, Shelbyville; Russell Brown, Carlos City; Floyd Brown, Valparaiso; C. R. Bahler, Galveston; O. L. Barr, Bicknell; C. C. Barnes, Winchester;

M. D. Campbell, Bunker Hill; Roy Camp, Monticello; Royal D. Clapp, Columbia City; Charles N. Clark, Kempton; L. C. Compton, Boggstown; O. M. Cauble, Pekin; Leslie S. Conarroe, Frankfort; Kermit Cross, Oakville; Bernard Cody, Westfield; S. C. Corkins, New Palestine; Leon Cheadle, Brems; Frank A. Clements, Economy; K. B. Cook, Zionville;

L. V. Dardue, Marion; F. B. Dahl, Lowell; H. Dickey, Parker; Walter Donselman, Aurora; Thomas I. Durbin, Rosston; John DePrez, Shelbyville; Russell M. Davis, Tipton; W. A. Darnall, Coatesville;

Kenneth Engler, Dayton; Walter G. Einspahr, North Hayden; Walter Edwards, Mooresville; Albert Egly, and Adam Egly, Geneva;

John Frantz, Frankfort; G. L. Fisher, Maplewood; C. G. Funkhouser, Stockwell; Wade Fair, Acton;

Joseph Gambee, South Whitley; Miles Gooding, Frankton; L. A. Garner, Lawrenceburg; F. R. Garver, Boggstown; L. E. Greenwood, Rensselaer; R. M. Gehes, Clay City; Oren Gibbens, Goldsmith; Harold L. Gray, Crawfordsville; P. E. Goodrich, Winchester;

John Herr, Lebanon; W. G. Haug, Winchester; K. C. Hightshue, New Augusta; Jessie May

[Concluded on page 80]



# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## CALIFORNIA

San Francisco, Cal.—The California Hay, Grain & Feed Dealers Ass'n will meet here April 20-22.

Lindsay, Cal.—A dehydrating plant is being installed here to manufacture dairy feed from orange pulp residue resulting from the citrus oil manufacturing operations of the exchange's by-products plant.

Long Beach, Cal.—The Harrison Grain Co. will have temporary offices in quarters adjacent to the building that housed its mill and warehouse and which was destroyed by fire Dec. 29 as reported in the last issue of the Journals.

Santa Ana, Cal.—California plants of beet sugar and beet pulp meal producing companies are preparing to expand facilities and increase output. According to officials of Holly Sugar Co. plant, the company is spending close to \$100,000 for additional equipment which should enable it to handle 200,000 tons of beets additional.—W. H. B.

Sacramento, Cal.—A measure, introduced by Senators Irwin T. Quinn of Humboldt and George M. Biggar of Mendocino, which would require all itinerant merchant truckers to pay a \$10 license fee annually and to post a \$250 bond is before the Legislature for consideration. The measure is designed to protect established merchants in California.—W. H. B.

## CANADA

Montreal, Que.—The warehouse of E. W. Caron, wholesale grain merchant, was destroyed by fire early this month at a loss of \$60,000.

Winnipeg, Man.—The Hon. W. R. Motherwell, former minister of agriculture, Jan. 6 conferred with the board of grain commissioners to urge amendment of the Canada Grain Act to prevent "degeneration of high grade wheat." He said there was no provision at present for disposal of off-grade wheats with the result some elevators, after extracting the off-grade wheats, processed them and then put them back with high-grade wheats. Mr. Motherwell declared an amendment providing for the disposal of off-grade wheats should be incorporated in the act.

Ottawa, Ont.—Announcement that the Canadian government contemplates adopting recommendation of the Turgeon commission as to the Winnipeg Grain Exchange involves appointment of a supervisor under the board of grain commissioners, with power to obtain all information and report any condition prejudicial to public interest from short selling, buying futures or any other form of speculation. The commission also recommended that the board should have jurisdiction to inquire into any situation in the futures market, either on its own initiative or complaint, and should have remedial powers, such as fixing a delivery price in event of a "squeeze," determining margins and fixing limits if found necessary of open lines, capable of being carried by any trader or corporation. It should also have power to decide to what extent the public should be given information on the state of the market.

## COLORADO

Bennett, Colo.—John L. Barr, president of the Farmers Elevator Co. elevators here and at Strasburg, died Jan. 9 at his home in Denver.

## ILLINOIS

Springfield, Ill.—The Illinois Grain Dealers Ass'n will meet here May 11 and 12.

Normandy, Ill.—The Atherton Grain Co. has recently reroofed and painted its local elevator.

Elmwood, Ill.—The Elmwood Elevator Co. has built a new mill just west of its elevator, and it is now ready for operation.

Wyoming, Ill.—Paul Steimle, proprietor of the Wyoming Milling Co., has installed a new ton feed mixer and corn grinder at his plant.

Naples, Ill.—Fred Lyons, Jr., formerly of Havana, has been named manager of the Naples elevator for the Continental Grain Co. of St. Louis.

Altamont, Ill.—The feed and flour business conducted by Frank A. Brauer & Co. since 1923 has been sold to Arthur A. Brauer and Rhinehardt Brauer.

Mendota, Ill.—Fred and Henry Welsch have sold the Mendota Feed Co. business to Mr. Brown of Waukegan and Mr. Zitt of Lombard, Ill., who took over the business Jan. 2.

Woodhull, Ill.—Chester Johnson resigned, recently, as assistant manager of the Woodhull Grain Elevator Co.'s elevator, and Russell Gustafson has been hired to take his place.

Stronghurst, Ill.—The Stronghurst Grain & Merchandise Co. declared a 5 per cent dividend to stockholders at its recent annual meeting. Glenn D. Marshall was hired as manager for another year.

Cheneyville, Ill.—Meddie Buck, former manager of the Cropsey Farmers Elevator Co., and later connected with the Brocton Elevator Co., has purchased the up-to-date elevator and lumber and coal yard of C. C. Harlan here, and now operates under his own name.

Rossville, Ill.—The Rossville Grain Co. business will be continued by Clarence E. Morgan, partner of the late Glenn H. Prillaman whose sudden death was reported in the Jan. 11 issue of the Journals. Jay R. Prillaman, Mr. Prillaman's son, will be associated with Mr. Morgan in conducting the business and has entered upon his new duties at the elevator.

New Athens, Ill.—The local flour mill established by the late Joseph Flach and conducted for many years by him and Haupt families, has been sold and H. W. Winkler of Mt. Olive, Ill., is in charge. A new 140-h.p. diesel engine has been purchased and will be installed in time to permit operations to start Feb. 1. The mill will manufacture its own feeds as well as flour.

Barrington, Ill.—The Barrington Flour and Feed Mill interior was damaged by fire of unknown origin the night of Jan. 4. John Wesolowski, owner, estimated the amount of damage at \$2,000. The blaze started near the elevator on the second floor of the building, burning thru to the first floor. Little feed and flour was stored in the vicinity of the flames so loss from that source is small.

Crescent City, Ill.—Since fire destroyed their elevator on Oct. 1, Harlan & Sterrenberg have liquidated and J. P. Sterrenberg is retiring after a quarter century in the grain business. H. J. Sterrenberg, his son, will replace the elevator with a modern iron-clad cribbed elevator that will hold between 10,000 and 15,000 bus. and will be adapted to handle modern highway vehicles as well as load railroad cars.

Brocton, Ill.—The Brocton Elevator Co., an I. N. Cooley family enterprise, has been reorganized. It will operate in the future under a joint management of Mr. Cooley, aided by a daughter, Mrs. Carolyn Cooley Thompson, and two sons, I. N., Jr., and James Cooley. The senior Mr. Cooley has held the major interest in the elevator company for the past 28 years and will continue to serve actively as a member of the firm. At present the elevators of the company are under lease to the Federal-North Iowa Grain Co. The Kansas & Sidell Railroad system, now in process of dissolution, is another Cooley interest, having been in Mr. Cooley's hands since 1919, when it was taken over chiefly to protect the interests of the Brocton Elevator Co. and the Hume Elevator Co.

Perdueville (Paxton p.o.), Ill.—The Perdue Elevator Co. declared a 20 per cent dividend at its annual meeting.

Seatonville, Ill.—The Northwestern Grain & Livestock Elevator Co. entertained over 100 guests at a chili dinner Jan. 9, celebrating its 35th anniversary. Preceding the open meeting there was the annual election of directors by the stockholders and the hearing of annual reports. Anton Torri, manager of the plant, is now in his 13th year in that capacity.

Decatur, Ill.—Archer-Daniels-Midland Co. thru Whitney H. Eastman, Milwaukee, vice-pres. in charge of the company's soybean division, has announced the planned construction of a huge soybean plant, to be erected on a large tract of land purchased by the company on the west shore of Lake Decatur along the I. C. railroad. The unit will consist of a 5,000,000-bu. grain elevator, head house and soybean processing plant in its initial stages, so designed that an additional 5,000,000 bushels of storage can be added.

Monmouth, Ill.—A charter of incorporation has been issued for the Moore-Wells Grain Co. The new company will be licensed to deal in grain and farm products, the incorporators being D. P. Moore, M. M. Moore and Ralph Wells. The new company will deal, for the present, only in wholesale grain. D. P. Moore has been connected with the terminal grain markets for many years, having been connected with the Farmers National Grain Co., Norris Grain Co., Rosenbaum Grain Co., and others in the various terminal markets. He became associated with Ralph Wells & Co. of this city in May, 1933. Mr. Wells stated the new company is to be associated with his present local grain and soybean milling industry altho it will be a distinct and separate company. It expects to extend its business into the grain trade over Western Illinois and Eastern Iowa.

## CHICAGO NOTES

Austin H. Niblack has been admitted to partnership in Shields & Co. He formerly was a partner in Winthrop, Mitchell & Co.

R. I. Mansfield, former floor manager for the Bartlett Frazier Co. on the Board of Trade, is now affiliated with Harris, Upham & Co.

Barnett Faroll, senior member of Faroll Bros., and Mrs. Ralph Heilman of Evanston were married Saturday afternoon, Jan. 14. After a honeymoon trip thru the west they will reside at the Drake Hotel.

Sales of membership certificates on the Board of Trade made recently at \$2,050 were at an advance of \$400 over the last sale price, showing the sharpest advance made in months. Posted offers of certificates were at \$2,200, and highest bid at \$2,100.

During the past year six suits were commenced in which it was attempted to garnish the Board of Trade in an effort to collect the proceeds of sale of memberships, and in each case the Board, as garnishee, was discharged. One action against the Chicago Board of Trade Safe Deposit Co. is still pending.

New members elected to the Board of Trade are John L. Patten, Miami Beach, Fla.; William H. Quain, New York; George Whittel Joynson, Liverpool, England; Ura Seeger, West Lebanon, Ind.; Thomas W. Merritt, Chicago; Gunnard A. Johnson, Kansas City, Mo.; Frank E. Church, Chicago; Alexander C. Speyer, Jr., Pittsburg, Pa.; John W. Hatten, Ottawa, Ill.; Joseph Maloney, Chicago.

Circuit Judge Michael Feinberg decided Jan. 20 in favor of E. A. Pierce & Co. in a suit brought by Myrtle Salzman to recover \$25,000 lost in wheat speculation. Mrs. Salzman claimed it was a gambling transaction for which recovery was provided by the Illinois statutes. Her dealings were thru a customers' man and the court held with defendants' attorneys that members of the firm under a penal statute could not be held liable for the acts of an agent acting beyond the scope of his authority in accepting trades for settlement on differences.



The Chicago Grain Elevator Co. has been dissolved, being no longer required as a subsidiary of the Norris Grain Co.

The Rock Island Terminal Elevator, damaged by fire several weeks ago, will be remodeled and a new two story concrete grain drier costing \$10,000 will be erected. The C. R. I. & P. railroad company owns the elevator.

William Dunn, oldest active member of the Board of Trade, celebrated his 92nd birthday anniversary Jan. 21, at his home in Lake Forest. In honor of the occasion twelve of his close friends were entertained at dinner.

The Bartlett Frazier Co. will continue to operate its New York Central Elevator at East Chicago, Ind., and the C., B. & Q. Elevator at Burlington, Ia., having sold five large houses and 17 small country stations to the Norris Grain Co. The large elevators involved in the sale include the Bartlett Frazier property at Sheldon and Kankakee, Ill., two at Manitowoc, Wis., and the Wabash elevator in Chicago. The country stations involved are at Sunbury and Budd, Ill.; Harlan, Webster City, Audubon, Ross, Kingsley, Oto, Arthur, and Cushing, Ia.; Octavia, Shelton, Meadow Grove, Monowi, Bristow and Verdel, Neb.

G. Willard Hales has been re-elected president of the Board of Trade Clearing Corp.; Lawrence J. Ryan and Edward H. Bagley, both members of the Chicago Board of Trade, are new vice-presidents of the clearing house. Three governors elected, whose terms expire in January, 1942, are Harvey S. Austrian and Harry C. Schaack, re-elected, and John C. Wood, a former vice-pres. of the Board of Trade and chairman of the Exchange's special cottonseed oil com'te. Other 1939 officers include William H. Symmes, sec'y; Charles V. Essroger, treas.; Karl H. Rehnberg, manager, and James A. Hunter, ass't manager.

J. A. Schmitz, weighmaster and custodian of the Board of Trade, in his annual report showed the total number of inbound cars weighed was 128,188, of which 113,671 were grain and 7,937 were soybeans. Outbound cars totaled 35,338, 24,111 of which were grain and 2,210 were soybeans. The total number of cars weighed in 1938 was 163,526, compared with 141,876 cars in 1937. The total amount of grain weighed from trucks in 1938 was 12,183 trucks, compared with 2,157 trucks in 1937; 54,744,624 bus. of grain registered and held in trust; that amount was received in 29,433 cars, 183 vessels and 3,457 trucks. Cars leaving received at the unloading elevator amounted to 2.85½ per cent.

Fred H. Clutton has been reappointed sec'y of the Board of Trade for 1939 and William B. Bosworth was reappointed assistant sec'y. Mr. Clutton has served the Exchange as sec'y for 11 years. Pres. John G. McCarthy has appointed members of Board of Trade Com'tes for 1939 as follows: Business conduct—W. H. Smith, chairman; G. W. Hales; T. C. Rodman (Term Expiring Feb. 1, 1940); Roland McHenry (Term Expiring Feb. 1, 1941); C. D. Sturtevant (Term Expiring Feb. 1, 1942); grain, J. J. Coffman, chairman; G. E. Booth; J. E. Brennan; Adolph Gertsenberg; Roland McHenry; W. H. McDonald; E. R. Bacon, Jr.; J. J. Murphy; K. B. Pierce; F. T. Bascom; L. D. Godfrey; warehouse, H. S. Austrian, chairman; R. I. Mansfield; W. M. Hommerding.

Cargill, Inc., has taken steps to cancel its lease on the Chicago & North Western railroad's 10,000,000-bu. grain elevator in South Chicago, effective June 30. The Minneapolis grain company had renewed the lease on the elevator last June, with the privilege of canceling it on six months' notice. In the letter from J. H. MacMillan, Jr., Cargill president, to Fred W. Sargent, North Western president, and Charles P. Megan, trustee of the road, it was contended the \$178,542 yearly rental is too high. It added that Cargill's structure adjoining the railroad's could be expanded to provide a similar handling capacity at "a fraction of the operating cost" of the rented elevator. In addition to the rent, the lease calls for certain payments per bushel if more than 25,000,000 bus. of grain is handled in a year. Officials of the road stated that negotiations for a new lease are in progress.

The Grain Market Analysts Club is still going and going strong! True, the Grain Exchange Institute did for a time take the wind out of its sails, but only due to the fact that some of its officers and directors are active in both organizations and therefore had to temporarily put more of their efforts behind the Grain Exchange Institute, in order to get that highly commendable institution off to a flying start.

For the next meeting the Club has arranged for a lecture on hybrid corn by that outstanding expert, Lester Pfister of El Paso, Ill., illustrated with moving pictures, explaining the biology and the mysterious chromosomes. The club will meet at 6:30 p. m. in the basement of the Board of Trade building, Tuesday, Jan. 31. The cost is \$1.15 per plate, for the dinner. Non-members are welcome. Reservations should be made in advance with Sec'y F. M. Schwandner, care of Shields & Co.

## INDIANA

Cromwell, Ind.—Stiefel Grain Co. recently purchased a Sidney Combined Sheller and Cleaner.

Matthews, Ind.—D. E. Kibbey is the new manager at the Farmers Co-operative Co. elevator.

Dunkirk, Ind.—Johnson's Feed Store recently purchased a Sidney Combined Sheller and Cleaner.

Wakarusa, Ind.—The Aaron Mumaw grist mill burned here early Jan. 14 with a loss estimated at \$7,000.

Carmel, Ind.—Senator C. Y. Foster, who is a hold-over member of the Senate, is a new member of the local firm of Foster-Kendall Co.

Marion, Ind.—The annual convention of the Farmers Grain Dealers Ass'n of Indiana has been tentatively set for Feb. 16 and 17 at the Spencer Hotel here.

Rochester, Ind.—Henry W. Schertz, 74, who formerly operated an elevator here, died Jan. 1 of injuries suffered Dec. 30 when his car skidded on an icy road and overturned.

Marion, Ind.—George Schooler, former manager of the St. Louis office of B. C. Christopher, is now associated with the soybean sales division of the Hoosier Soybean Mills operated here by John Caldwell, Jr.

Hobbs, Ind.—Hobbs Grain Co., managed by F. M. Ackels, the owner, has installed a dust control system in the cupola of the elevator, where it is connected with the corn leg, and will soon be connected with the small grain leg.

Indianapolis, Ind.—Bert A. Boyd, who has long cultivated a mania for the unlucky 13, has been removed to Room 13, Mountain Sanitarium, 13th Ave., Fletcher, N. C. He admits they have got him down, but he is not out; in fact, he is still whistling "Cheerio!"

Indianapolis, Ind.—The Indiana Grain Dealers Ass'n recently enrolled the following as members: Markle Elevator Co., Markle; Clay Syler, Liberty Mills; Stevenson Grain Co., Cyclone; Stafford & Murray, Raymond and Medford.—Fred K. Sale, sec'y.

Greencastle, Ind.—Bob Allen and Russ Clapp will continue to operate the local Miller Grain Co. store, recently purchased by Harley E. Miller from the Miller Grain Co., Inc., of which he has been president and general manager since its organization. Bert Miller, who formerly managed the South End Elevator for the corporation, will serve as assistant sales manager and poultry service man for the new firm.

Pinola (La Porte p.o.), Ind.—The Pinola Co-operative Co., at Pinola, is reported considering installation of a new hammer mill and a feed mixer. C. S. Levandoski is the manager.

Indianapolis, Ind.—Maurice R. Maney, until recently in the office of the Mid West Elevator Co., has accepted a position as a grain solicitor for the Eastern Grain Elevator Corp. of Buffalo. His territory will be thru the northern part of Ohio.

Huntington, Ind.—Fred B. Collier, 60, engaged with his son in operation of the Collier Feed Mill, died recently in a local hospital after an illness of six months. He came here from Decatur, Ind., where he had been in the milling business for 10 years.

North Hayden (Lowell p.o.), Ind.—Gleaners & Farmers Co-operative Elevator Co., managed by Walter G. Einspahr, has improved its 15,000-bu. elevator with a 5,000-bu. addition, has installed a No. 33 Western Gyrating Grain Cleaner, and has enlarged its receiving sink.

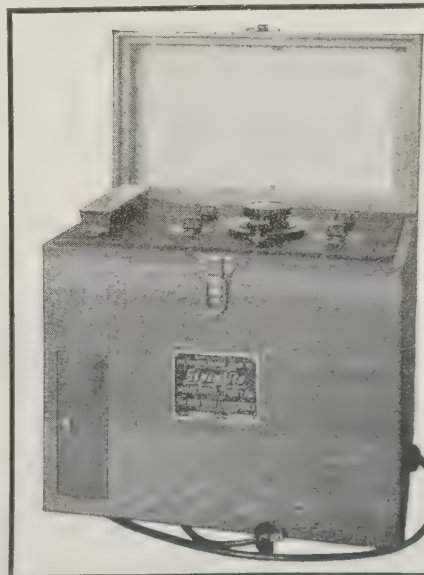
Galveston, Ind.—Chris Bahler, owner-manager of the Bahler Grain & Feed Co., has improved his elevator with a truckload size receiving pit, a new drag, and a new corn sheller that has been placed in the basement instead of in the cupola where the old sheller was located.

Middletown, Ind.—The Walker Feed Mill and the Fall Creek Oil Co. under the direction of Earl Walker and his son, Eugene J. Walker, will open shortly in the east elevator here. They will have a feed store, do custom grinding, and handle gasoline and oils. The building is being extensively repaired and three tanks for the operation of a bulk plant are being installed.

Hanna, Ind.—Frank L. Yeoman, manager of the Hanna Lumber & Grain Co., which replaced its old gasoline engine with a new 40 h.p. Caterpillar diesel engine just before last harvest, is vacationing in the South. He and Mrs. Yeoman left Jan. 11. It is reported Mr. Yeoman is considering adding a hammer mill and a feed mixer to the equipment in his elevator some time next spring, and add feeds to the company's multiple sidelines.

Warren, Ind.—The Warren Elevator Co. elevator has been purchased by the Farmers Exchange, the latter firm taking possession Jan. 1. John Lightfoot will be manager of the plant. James E. Good, who has owned and operated the elevator for the last 33 years, is retiring from active business. The Farmers Exchange now have three elevators, two here and one at Buckeye. The consolidation was celebrated by a dinner for the stockholders on Jan. 14.

Roachdale, Ind.—Harley E. Miller of Bainbridge has purchased the stock of the Miller Grain Co., Inc., and has assumed control. He will continue the business as the Miller Grain Co. The firm, in addition to the elevator here, operates an elevator at Bainbridge and recently opened a mercantile establishment at Greencastle. The company manufactures its own stock feeds and also handles grain. Sam Runion, who has been manager of the local elevator for several years, will continue in that capacity.



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Winchester, Ind.—P. E. Goodrich, president of Goodrich Bros. Co., left Jan. 24 on a pleasure trip South and will be gone until about the first week in April. He is sailing from New Orleans on the boat Rotterdam for an 18-day trip in the Caribbean Sea and down thru the Panama Canal.

## IOWA

Vincent, Ia.—A new steel pit is being installed by the Farmers Elevator Co.

New Hampton, Ia.—The Farm Bureau Service Co. has amended and substituted articles of incorporation.

Marion, Ia.—The stockholders of the Farmer's Elevator Co. received a Christmas present in the form of dividends—L. A. G.

Sioux City, Ia.—J. C. Mullaney has been elected a member of the board of directors of the Grain & Feed Dealers Nat'l Ass'n.

Laurel, Ia.—Thieves entered the Farmers Elevator Co. office the night of Jan. 7, obtaining \$7 in small change for their efforts.

Newton, Ia.—The C. B. Hennings grain elevator office was broken into the night of Jan. 5, the thief's loot being only 23 cents.

Titonka, Ia.—Wilbur Schram was chosen as assistant manager at the Farmers Elevator Co. elevator of which Fred Hagen is manager.

Galbraith (Laverne p.o.), Ia.—Bert Sankey, 46, manager of the Kunz Elevator Co. elevator, died Jan. 15 at a Rochester, Minn., hospital.

Perry, Ia.—Lee Schmale, employee of the Perry Mill, suffered a broken leg Jan. 5 when a pile of sacked feed tottered and fell on him as he was working near by.

Winterset, Ia.—The Farmers Co-operative Ass'n is starting to do business, this year, as an entirely co-operative ass'n. E. R. Tompkins is manager of the elevator.

Jesup, Ia.—The Farmers Grain & Stock Co. declared a 9 per cent dividend at its annual meeting. W. D. Patton is sec'y of the company and manager of the elevator.

Nashua, Ia.—The Nashua Feed Co. will build an addition to the warehouse near the depot and move its stock into it. The lot and building now occupied by the feed company has been sold.

Traer, Ia.—The Farmers Co-operative Elevator Co. of Lincoln, will sponsor a John Deere Farmers Day program here Feb. 20. A big free "feed" and program of entertainment will feature the day.

Onawa, Ia.—William Quilling, who sold his mill at Garner, Ia., recently, and purchased the Onawa Flour Mill from Dr. J. S. Deering, as previously reported in the Journals, plans extensive improvements.

Thor, Ia.—James Johnson, manager of elevators in Bradgate, Ottosen and Thor in recent years, has been elected manager of the local Farmers Co-operative Elevator Co. elevator to fill the vacancy left by the recent death of T. Rogdo.—L. A. G.

New Sharon, Ia.—Harold Stilwell, recently appointed deputy clerk of court in Mahaska County, has declined the appointment and will remain with the Larnis Elevator Co. where he has received advancement as an inducement to keep him at the elevator.

Morrison, Ia.—At the recent annual meeting of the Farmers Co-operative Elevator Co. all officers were re-elected. Herman R. Stock was rehired as manager for his 20th consecutive year. He has been manager since the elevator company was formed.—Art Torkelson.

Victor, Ia.—Don L. Yeisley, son of the late E. S. Yeisley, has resigned his position as circulation manager of the Free Press of Easton, Pa., and taken over the management of the Yeisley Elevator, operated here for several years by his father. Hervey Voelkel will be his assistant.

Pocahontas, Ia.—Over 1,000 persons attended the Farmers' Day gathering held here Jan. 10, sponsored by the Farmers Co-operative Co. of which William J. Eick is manager, in conjunction with various other co-operative groups of this community. It required over 450 lbs. of roast beef and 2,600 buns for the free lunch served at noon. Seventy gallons of coffee were consumed. There were 10 educational and commercial booths, all with attractive displays. An interesting program furnished entertainment.

Traer, Ia.—The Tama County Grain Dealers Ass'n was organized Dec. 23 at a meeting of elevator operators at the Gates Cafe. Joe McNally, of Toledo, was elected chairman of the Ass'n and Melvin Mundt, of Clutier, was chosen as sec'y-treasurer. Vern Kennedy of the Western Grain Dealers Ass'n was the speaker of the evening.

Norwich (Shenandoah p. o.), Ia.—The O. M. Dougherty elevator property of the late Oscar M. Dougherty, was sold at public auction Jan. 14 by Mrs. Blanche E. Dougherty and E. C. Fishbaugh, administrators of his estate, the purchaser being E. A. Read of Shenandoah. The elevator is of cribbed 2x4 construction with a 5,000-bu. capacity. Mr. Read also purchased the office building.

Stanhope, Ia.—The Stanhope Farmers Elevator & Livestock Co. enjoyed a very successful year according to a report given by its manager, Floyd Crim. The business for the year totaled \$163,765.53 with a net profit of \$9,417.97. Dividend checks included cash payments of 6 per cent on the capital stock, 5 per cent on coal, feed, lumber and merchandise, 10 per cent on grinding and hauling and a half cent on various other items.

Dunlap, Ia.—Thomas Thompson has sold his interest in the Merritt Milling Co. to his two brothers, George and Avery, who will conduct the business in the future. The deal includes both the mill and elevator located on the C. & N. W. tracks. George will have charge of the elevator while Avery will continue in the mill. Thomas Thompson will enter a hospital for treatment after which he will be compelled to seek a rest.

McNally (Ireton p. o.), Ia.—G. Evenson has brought suit against the Farmers Elevator Co. of McNally for the balance of \$96.40, price he claims was agreed upon as payment for 241 bus. of barley he sold and delivered to the company Aug. 22, and for which he was tendered and refused a check for \$55.46. He claims the price to be paid was not to be less than 40c a bu. and he now asks the entire amount he claims due plus interest and costs.

New London, Ia.—Charles Shipley, manager of the New London Farmers Elevator Co., announced a six per cent dividend on the 1938 business was paid to stockholders and that the company also had paid off its last indebtedness and has started the new year without debt, the first time since its organization. During the depression this company has paid four per cent interest on its stock while reducing its borrowed money. In recent years it has missed only one dividend, and that was following the destruction of the elevator by fire.

Malcom, Ia.—A cash dividend of 10 per cent was declared by the Farmers Elevator Co. at its annual meeting Jan. 14. Patronage refunds were made, 7½ per cent on lumber, 1 per cent on grain, 6 per cent on coal and feed and 2½ per cent on seed.

Cleghorn, Ia.—The Farmers Co-operative Co. is making improvements to its present plant and installing a complete set of custom grain cleaning machinery, along with a machine for treating seed grain. This will be a special unit and will be installed in conjunction with a complete feed and elevator plant. These particular machines will be set so they will be for custom work only and the grain will pass from the cleaners to the treating machine and be delivered direct to the farmers' wagons, assuring that all seed grain is well dusted. Manager L. B. Darling expects to have his complete unit in operation for the spring season. The T. E. Ibberson Co. has the contract.

## KANSAS

Wichita, Kan.—The Kansas Milling Co. sustained some damage to electrical equipment on Jan. 5.

Greensburg, Kan.—The Farmers Grain & Supply Co. has installed a new hammer mill. M. J. Ewy is manager of the elevator.

Wellsville, Kan.—The Star Grain & Lumber Co. is installing a new large-size Hall Signaling Grain Distributor in its new plant.

Herington, Kan.—The Farmers Union Grain & Elevator Ass'n has installed new feed grinding and mixing machinery at its local elevator, of which Roy Vernon is manager.

Hutchinson, Kan.—A car of wheat on the track beside the elevator of the Davidson Grain Co. was destroyed by fire, on Dec. 23, the fire originating in a pile of car doors.

Topeka, Kan.—F. A. Derby of the Derby Grain Co. was elected president of the Topeka Board of Trade at the annual meeting held recently. Boyce Forbes was named vice-pres., and G. A. Jordan, sec'y.

Westfall, Kan.—Harold Webster, formerly manager of the Lincoln Co-op. at Lincoln, has succeeded Dallas Murphy as manager of the Farmers Grain & Supply Co. elevator, taking charge Jan. 1.

Bushong, Kan.—The Trusler-Behymer Grain Co. has purchased the local elevator and warehouse which will be managed by Vic R. Pykiet. The house has a capacity of 5,000 bus. of grain and was obtained thru a Kansas City firm.

New Howe Scales were installed recently by the St. Marys Farmers Union Co-operative Business Ass'n, St. Marys, Kan., the Plymouth Elevator Co., Plymouth (Emporia p. o.), Kan., and the Farmers Co-operative Ass'n, Hillsboro, Kan.

Topeka, Kan.—F. W. Davidson, who has been in the grain brokerage business in Topeka for the past several years, recently closed his office here and is going to Colorado to enter another line of business. Ernest Lieber has taken over Davidson's office and will act in that capacity for Kansas grain merchants, representing several mills and elevators in other markets. Mr. Lieber comes to Topeka from St. Joe.

Monmouth, Kan.—The Farmers Union Co-operative Ass'n will have its elevator here open for business two days each week until the busy season starts again, when it will operate full time once more. Gerald Simmons is manager of the elevator and will be there on the days it is open, working the remainder of the week in the McCune elevator, taking the place of his brother, Verle, who has been employed at the latter plant for some time.

Pittsburgh, Kan.—The Pittsburgh Elevator Co., Inc., occupying the site of the old Pittsburgh Elevator Co., has no connection with the latter firm, which passed out of existence two or more years ago. The new company purchased the buildings, real estate and equipment from the bank which the old company had formerly owned, and is one of the thriving grain elevator establishments of this community. Its officers are J. A. Helbig, president; J. E. Lundgren, vice-pres., and H. G. Lipscomb, sec'y.

## KENTUCKY

Nolin, Ky.—The Nolin mill, manufacturing mill feed, ship-stuff, chicken feed, corn meal and flour, owned by J. R. Lawler and recently overhauled, has installed a new scale and new cables leading from the engine room to the water wheel.

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## MICHIGAN

Wayland, Mich.—Fire of undetermined origin damaged the plant of F. D. Hilbert on Jan. 7.

Lansing, Mich.—The Michigan Bean Shippers Ass'n will hold its mid-winter meeting at Hotel Olds, Feb. 6 and 7.

Tecumseh, Mich.—William Beardsley, general manager for the Hayden Flour Mills, Inc., stated the company has added two new mixed feed products for poultry and stock to its line, and has rented a store in which all its products will be displayed.

Fowlerville, Mich.—Eugene W. Burkhart, 82, known to the bean industry thruout the nation, passed away Nov. 18. He became active in the Michigan Bean Jobbers Ass'n in March, 1895. For many years until 1927 he served as chief bean inspector and from 1931 to 1933 he served as a member of the Michigan arbitration com'tee.

Armada, Mich.—Fire early Jan. 6 destroyed the Armada Elvtr. Co.'s feed plant and its contents with a loss estimated at \$10,000. Source of the fire is unknown but it is feared that a firebug may have been responsible. The main elevator building was saved. Whether or not the structures will be rebuilt is undecided by the owners, Orvy Hulett and Floyd Finch. The partners own the old T. E. Neeley mill and that may be used.

Smyrna, Mich.—The mill owned by the Smyrna Milling Co. has been sold to Harry L. and Elizabeth Hyde of near Ithaca. The deal included the entire property, including mill machinery and water flowage rights. Mr. Hyde had considerable mill experience and for many years has been engaged in the feed business. He will carry a stock of all kinds of stock and poultry feed and continue the mill business, feed grinding, etc.

Lansing, Mich.—During a ten minute session the night of Jan. 10 of the legislature, Senator Chester M. Howell introduced a concurrent resolution asking that the senate and house aid bean growers whose barns were full of the product because of bumper crops and low prices. Senator Howell said there were at least 1,000,000 lbs. of Michigan beans in storage that could not be moved without loss because prices were so low and the market over-burdened. The resolution was referred to the com'tee on resolutions for study and for suggestions on how to help bean growers realize a profit out of their crops.

Bangor, Mich.—The Bangor Fruit Exchange has purchased the Church Bros. Grain and Feed Elevator and coal business. Miller Overton, manager of the exchange, stated that increased business made building or buying larger quarters imperative. The exchange manufactures its own brand of feeds and also does custom grinding and mixing. The Church brothers, Thos. A. and Louis G., have been in business for 30 years, purchasing the elevator at that time from Sam Martindale. They are also in the garage business, which line they will continue. Employees in the elevator will continue their work for the new firm.

## MINNESOTA

Dunnell, Minn.—Otto Peterson, 62, a member of the Dunnell Elevator Board, died Jan. 1.

Hokah, Minn.—The Farmers' Stock & Grain Co. elevator erected here in 1914 is being razed.—H. C. B.

Granger, Minn.—C. C. Alexander, farmer north of Granger, has purchased the Granger Mill from C. E. Jerviss and will take charge in the near future.

Eden Valley, Minn.—Foreign material running through an attrition mill is given as the cause of a small fire loss in the Ben Garding Elevator on Dec. 16.

Hayfield, Minn.—The Hayfield Farmers Elvtr. & Mercantile Co. elevator, recently sold under foreclosure proceedings, was bought by Anton Linbo of Sargeant.

St. Paul, Minn.—Oscar W. Johnson was appointed chief deputy grain inspector for St. Paul, replacing Emil Regnier.

New London, Minn.—The New London mill property was sold by the owner, Mrs. Marcus Johnson, for \$14,000 for a federal fish hatchery.

Round Lake, Minn.—At a special meeting of the directors of the Farmers Co-operative Elvtr. Co. it was decided to purchase the Anderson elevator as a storage unit.

Atwater, Minn.—Joseph Buer recently purchased the Frank Danielson & Son feed and flour business which he is operating in connection with a service station.

Jeffers, Minn.—Calvin Roy has taken over the management of the Jeffers Grain Co. here. He succeeds F. C. Butler, who has been manager of the company for the past 29 years.

Glyndon, Minn.—A. J. Fitzsimmons, 76, a former resident of Glyndon where he operated a grain elevator, died suddenly Dec. 29, at a Duluth hospital. He had resided in Brainerd since 1919.

Hampton, Minn.—Stockholders of the Hampton Farmers Co-operative Elvtr. Co. will meet here in the near future to discuss future plans for the elevator which for the past two years has been rented by Hixon & Cannon of Minneapolis, who will vacate the elevator immediately. Charles Wille is sec'y of the co-operative.

Mankato, Minn.—Fire recently partially destroyed the interior of the Pillsbury Distributing Warehouse. An undetermined amount of feed stored there was burned. A. F. Schenke is manager of the warehouse and feedmill. The building is owned by the Chicago North Western railroad and is leased by the Pillsbury Flour Co.

Lakefield, Minn.—John McGlin, Sr., 77, resident of Lakefield for the past 30 years, died recently. In partnership with his brother, Michael, he took over the Canton Grain Co. in Lakefield in 1905, later increasing the business and owning elevators in Heron Lake, Okabena, Kinbrae and Edgerton, making headquarters for the business in Lakefield.

St. Charles, Minn.—The Commander Elvtr. Co. of Minneapolis, has purchased the local Farmers Wholesale Co. feed mixing and locker plant which will be enlarged by the construction of an additional warehouse just east of the present buildings, building to be done this spring. Other changes and improvements at the plant are being planned. H. J. Kinling, who has been manager of the Farmers Wholesale Co., will remain with the new firm in the same capacity and will be assisted by Art Johnson.

Wood Lake, Minn.—The new feed plant erected for the Equity Elvtr. & Trading Co. was put in operation last week. The T. E. Ibberson Co. had the contract. The equipment in this plant consists of an oat huller with special oat hull bins, a Strong-Scott Attrition Mill and one-ton mixer with two 30 h.p. motors, a corn grader and a corn cutter. A 22-ft. 10-ton scale with an air dump is used in the driveway for receiving and the plant is fitted with two legs for service to and from the 16 bins. This company operates two elevators in Wood Lake.

Wells, Minn.—The new feed plant just put in operation for the Wells Farmers Elvtr. Co., built by the T. E. Ibberson Co., was especially designed to meet this company's requirements. The equipment consists of a Strong-Scott Attrition Mill with two 30 h.p. motors, a corn grader, a corn cutter, a Strong-Scott one-ton Mixer, and an oat huller. The plant has 15 bins and two legs. A warehouse was provided and special storage for oat hulls was built. The whole plant is operated by motors. The mill was painted with white enamel on the inside and presents a very bright, clean appearance. A full basement extends under the feed mill and warehouse. A driveway in which a 10-ton scale is used for receiving, was built to accomodate service to the plant.

## MINNEAPOLIS LETTER

The Northwest Country Elvtr. Ass'n will meet at Minneapolis June 6.

Otto East, president of the Grain & Feed Dealers National Ass'n, was operated on for appendicitis Jan. 22.

Albert E. Haugen, 62, Minneapolis, an inspector of grain warehouses for the state railroad and warehouse commission, died Jan. 8.

Irving L. Stair, 48, a grain trader for the Continental Grain Co., and a member of the Minneapolis Chamber of Commerce since 1912, died at Kansas City while en route to California.

Ernest A. Cawcutt, 50, Minneapolis grain man, died at U. S. Veterans' Hospital Jan. 5. He was at one time vice-pres. of C. C. Wyman Co. and had been associated with other local grain firms.

The annual dinner dance of the Minneapolis Chapter of the Society of Grain Elevator Superintendents of North America, will be held at 7 p. m., Saturday, Jan. 28, in the Victory Room of Freddy's Cafe. Paul H. Christensen, supt. of Monarch Elevator and president of the Chapter announces an elaborate program following the dinner. George L. Patchin, sec'y, Appraisal Service Co., will act as Master of Ceremonies. The allied trades of Minneapolis have donated valuable gifts which will be given out following the dinner. Visitors are expected from Duluth, Omaha, Sioux City, Milwaukee, Chicago, Port Arthur and Fort William. Mr. Christensen extends a special invitation to the managers and superintendents of all the grain handling and grain processing plants in Minneapolis and adjacent territory to attend and to bring their wives. The 1938 dinner was an outstanding event, and it is the aim of the local Chapter officers to make this year's party an even greater success. Out of town superintendents who are planning on being in attendance should advise Jack Coughlin, supt. of Union Elevator, chairman in charge of general arrangements.

## MISSOURI

Tipton, Mo.—Louis C. Sunkel, 97, former Belleville and Tipton miller, died at his home in St. Louis Jan. 6.—P. J. P.

Holden, Mo.—The Holden Mill & Elvtr. Co. will hold a stockholders' meeting here March 14 to vote on enlarging its charter to include the storage of grain.—P. J. P.

Ozark, Mo.—The recently built warehouse and 20,000-bu. elevator of the Hawkins Bros. Milling Co. as well as the company's 150-bbl. flour and corn mill were destroyed by fire Jan. 16 with an estimated loss of \$50,000.

Martinsburg, Mo.—The Martinsburg Farmers Elevator was burglarized recently, entrance being gained thru a window. The loot consisted of 52 doz. eggs and several inner tubes. C. E. Blackmore is manager of the elevator.—P. J. P.

Rocheport, Mo.—Thomas J. Canole, 62, of the Rocheport Mill & Elvtr. Co., died suddenly at his home Jan. 1 of a heart attack. Mr. Canole was prominent in business circles, having been engaged in the milling and elevator business here for the last 42 years.—P. J. P.

St. Joseph, Mo.—Jerry C. Moats, one of the old-time members of the St. Joseph Grain Exchange, passed away at Cedar Rapids, Ia., recently. Mr. Moats was in this market from about 1915 to a period in the early twenties, his last connection in the market being as J. C. Moats & Co., a wire office.

Chillicothe, Mo.—The west side of the Milbank Mill corn crib gave way, recently, spilling between 4,000 and 5,000 bus. of corn out on the ground. Strain of the heavy load pressing against the sides of the corn crib is given as responsible. The spilled corn was loaded into three freight cars and shipped out. The building will be rebuilt.—P. J. P.

Montgomery City, Mo.—The Farmers Elevator was entered by thieves recently, about 8 p. m., and \$12 in cash taken. The theft was the second piece of hard luck experienced at the elevator within a week, the grinder having been completely wrecked a few days before, when an old bolt was fed into it with a load of corn, causing a loss of \$85.—P. J. P.

St. Joseph, Mo.—At the annual election of directors of the St. Joseph Grain Exchange on Jan. 3, K. B. Clark, E. M. Loutch, C. D. Kieber, C. A. Geiger and Jerome Taylor were chosen, who, with Chester L. Weekes, R. G. Graham, C. L. Scholl and H. C. Gregory, will comprise the Board for 1939. At the annual business meeting of the exchange held Jan. 10, the directors elected Chester L. Weekes president of the exchange for the 1939 term. Robert G. Graham was elected vice-pres.

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## KANSAS CITY LETTER

J. Russell May has broadened his feed manufacturing activities by purchasing the building and business of the Quisenberry Feed Products Co.

The Commission Men's Ass'n of the Kansas City Board of Trade elected J. F. Leahy as president; D. C. Bishop, vice-pres.; and Edmund Marshall, sec'y.

A dust explosion in the receiving elevator of the Commander-Larabee Milling Co., North Kansas City, on Jan. 10, was the cause of considerable damage.

Mrs. Sara D. Theis, widow of John A. Theis, former president of the Kansas City Board of Trade, and the mother of Frank A. Theis, president of the Simonds-Shields-Lonsdale Grain Co., died Jan. 13.

Trading in futures on the Kansas City Board of Trade during 1938 amounted to 633,544,000 bus., against 1,034,000,000 bus. in 1937. Wheat trades amounted to 592,014,000, corn to 41,470,000 and oats to 60,000 bus.

The Kansas City Feed Club, revived a month ago, completed its organization at a dinner and meeting Jan. 5 at Hotel Continental. Com'ites were appointed and meetings scheduled for the first Thursday of every month. More than 50 men attended the meeting at which J. P. Parks, president, presided.

E. C. Meserve, Jr., president of the Kansas City Board of Trade, appointed R. H. Sturtevant chairman of the Appeals Com'ite, other members of which he named as H. C. Gamage; L. A. Fuller; H. O. McVey; J. F. Leahy and H. J. Smith. New officers and directors of the Board were installed Jan. 10 at the first regular meeting held since the election.

Friction caused by slipping of the belt in one of the legs of the No. 3 elevator of the Washburn Crosby Co., started a fire on Jan. 16, and, while fire fighting units were summoned it was brought under control immediately, with no damage resulting other than to the belt. The elevator, used entirely for storage, is located some distance away from the mill buildings.

Directors of the Grain Clearing Co. of the Kansas City Board of Trade Jan. 10 held their first meeting of 1939 and elected the following officers for the ensuing year: Frank A. Theis, pres.; W. B. Lathrop, first vice-pres.; H. C. Gamage, second vice-pres.; Paul D. Bartlett, sec'y-treas.; R. M. Pease, D. C. Bishop and H. J. Smith are other directors. George Guy Lee was re-appointed manager for the 35th consecutive year, and R. D. Cline assistant manager.

Walter H. Izzard, 65, veteran Kansas City grain man, died Jan. 19, at his home, following an illness of three months. He was born in Port Elgin, Ont., coming to the United States in 1896. He became associated with the Chicago office of Bartlett Frazier & Co., being transferred later to the company's Kansas City office. Upon dissolution of the firm about six months ago, Mr. Izzard became affiliated with Harris, Burrows & Hicks, Chicago, acting as the company's representative here.

After a successful business career of 58 years the Russell Grain Co., Kansas City, discontinued business Jan. 14 with the retirement from active duty of James N. Russell, and the merging of the business and good will of the company into the Hart-Bartlett-Sturtevant Grain Co. The company management remains the same as before, S. C. Masters and W. J. McNeil having transferred their interests to the new affiliation. Alignment of Russell Grain Co. with the Hart-Bartlett-Sturtevant Grain Co. affords its customers increased grain service facilities. Mr. Russell will retain his membership in the Board of Trade.

The Kansas City Board of Trade directors Jan. 10 adopted a resolution stating that proper and adequate initial margins on transactions in wheat, corn and oats for future delivery shall be as follows: On hedging trades, 2c a bushel; on spreading trades, 2c; except 1c on trades in the same grain in the Kansas City market; all other trades, 3c. The rates are effective immediately. Previous margin requirements were 5c a bushel on wheat; corn, 4c; oats, 3c. Members of the Board also voted favorably on amendments to the rules giving the board of directors the power to establish and declare from time to time minimum margins on grain future trades.

## ST. LOUIS LETTER

A. W. Abraham of the Allied Mills, Inc., recently was named president of the St. Louis Grain Club for 1939.

E. C. Dreyer was named president of the St. Louis Commodity Clearing Corp. for 1939; C. H. Williamson was elected vice-pres. and H. F. Beckman, sec'y-treas.

The St. Louis branch office of James E. Bennett & Co., members of the New York Stock Exchange, opened in its new quarters in the Boatman's Bank building Jan. 4.

The grain warehouse of the Viteena Feed Mills Co., St. Louis, was destroyed by fire early Jan. 14 at an estimated loss of \$25,000. The building was used for storing grain used in poultry and animal feed manufacture.

At the annual business meeting of the St. Louis Merchants Exchange the membership of the board of directors was cut from 13 to 9 and H. B. McCormick, former president of the exchange, was elected to fill the only vacancy on the board; Bert Collins was elected first vice-pres. of the exchange, and Oliver Schwarz, second vice-pres., all without opposition.

## NEBRASKA

Helvey, Neb.—Otto Endorf has been named manager of the Farmers Union Co-operative Co. elevator, succeeding Roy Ward who resigned.

Omaha, Neb.—The Olmstead Feed and Grain building is being remodeled. The C. A. Olmstead feed and grain store will occupy one of the new store divisions when the building is completed.

Scotia, Neb.—C. A. Krebs, who has been manager of the Scotia Grain & Implement Co. since 1930, has resigned the position and Floyd Hutchins has been appointed manager by the owners.

Minden, Neb.—The Farmers Grain & Supply Co. has installed a new hammermill, the new mill going into operation Jan. 20. A new mixer will also be installed. George Rasmussen is manager of the plant.

Lexington, Neb.—Albert Kjar, owner of the Kjar Hay & Grain Co., has purchased the John Deere Implement business of S. A. Sorenson and has moved it to his warehouse from which place he will handle it.

St. Paul, Neb.—The Farmers Grain & Supply Co. elevator's office was burglarized the night of Jan. 5. A small amount of cash was taken, but checks were left untouched. Entrance was forced thru the driveway doors.

Brainard, Neb.—The Farmers Elevtr. Co. of Brainard at its annual meeting reported a gross business of \$60,471.03 for the year with gross profits of \$5,676.38; 4 per cent dividends were paid on the capital stock of \$27,400.

Omaha, Neb.—Aksel W. Nielsen was elected vice-pres. and general manager of the West-central Co-operative Grain Co. to succeed L. L. Quinby, whose death is reported elsewhere in the Journals. Mr. Nielsen was assistant general manager before his promotion.

Diller, Neb.—Henry Huttenmeyer has been made superintendent of the A. O. Cooper Co. elevators at Odell and Barneston, adding them to his work as superintendent of the company's local elevator, and will divide his time between these places of business in the future.

Fremont, Neb.—The annual grain show was held here Jan. 12 and 13 in connection with the annual Midwest Pump Irrigation Conference and for the first time the entire program for the first day was given over to a discussion of soybeans by farmers, processors and extension agents from the University of Nebraska.

Mitchell, Neb.—E. A. Simpson, Mitchell stockman, has erected a 20,000-bu. elevator at his farm in Mitchell Valley. Simpson feeds 223 head of cattle and 4,000 lambs, and the new elevator is proving of invaluable service to him. The elevator is modern in construction and equipment, both for storing and grinding grain and mixing feed.

Ames, Neb.—Henry Edelmaier, Hooper, has been chosen as manager of the Farmers Union Co-operative Ass'n, succeeding John Moyer, recently resigned. Mr. Edelmaier resigned as manager of the Farmers Union Co-operative Ass'n at Nickerson last September because of a throat trouble which his work with grain seemed to aggravate. His condition is now much improved and he is ready to resume again the work in which he has had years of experience. He will enter upon his new duties Feb. 1.

## NEW ENGLAND

Boston, Mass.—George Burt Thompson, 80, veteran flour man, a member in the Boston Grain & Flour Exchange, died Jan. 7. At one time he was a partner in the Arndt Thompson Co. and then became president of Thompson-Perkins, Inc., from which he retired five years ago at which time the company was dissolved.

## NEW JERSEY

Newark, N. J.—Fred W. Schmidt, 80, native of Newark and once a feed and grain merchant here, died Jan. 6 at his home in Lacanda, Cal. He founded the F. W. Schmidt Co. here, retiring from business ten years ago when he moved to California.

## NEW MEXICO

Clayton, N. M.—Ivey Nelson has been placed in charge of the local branch of the Tri-State Grain & Seed Co., replacing H. A. Nachtrieb who recently resigned to take over a similar position at Santa Fe.

## NEW YORK

Buffalo, N. Y.—The Mutual Millers & Feed Dealers Ass'n will meet here Feb. 9.

Oneonta, N. Y.—The General Feed & Grain Co. has been formed with A. J. Thompson as general manager. Mr. Thompson for many years has been connected with the feed industry in central and eastern New York state.

Buffalo, N. Y.—George Decker and George Bass have formed Decker & Co., dealing in feed, grain and flour. Both were formerly employed by the Van Vechten Milling Co. and have established offices in the Van Vechten mill quarters.

New York, N. Y.—The Produce Exchange has elected the following to regular membership: Richard Henry Bewick, Atlanta, Ga.; and Clemens I. Henley, New York City; associate membership: Richard F. Teichgraber of Thomson & McKinnon, New York City; and Edward Richard Callier, Dallas, Tex.

Sherburne, N. Y.—Austin W. Carpenter has purchased the Thomas P. Gaines plant and the new organization will be known as T. P. Gaines & Co., with Mr. Carpenter as president. Mr. Gaines has been for 50 years in the grain and feed business here; Mr. Carpenter for the last several years has been manager of the Gaines Feed Co.

## NORTH DAKOTA

Grand Forks, N. D.—Alexander McDonald, 69, pioneer North Dakota grain man, died Jan. 19.

Steele, N. D.—The Farmers Union Elevtr. Co. reported property damages resulting from high winds Dec. 25.

Hunter, N. D.—The International Elevtr. Co. has completed a new 4,000-bu. corn crib at its local elevator.

Bismarck, N. D.—The Farmers Union Grain Terminal Ass'n has proposed that it lease the North Dakota State Mill and Elevator.

La Moure, N. D.—The La Moure Farmers Union Grain Co. has been organized with a temporary board of directors composed of J. J. Johnson, H. L. Junod, Charles Archer, Andrew Skovgaard, and W. J. Mangin, with \$15,000 capital stock. A completely modernized, well equipped elevator is to be opened.

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Richardton, N. D.—The Richardton Union Elvtr. Co. has been incorporated with 100 stockholders. Officers are John F. Zimmerman, pres.; Jacob Huthmacher, vice-pres.; Joe Pech, sec'y-treas. The company will either build a new elevator or buy one of the local houses, it is believed, altho no definite announcement has been made.

Langdon, N. D.—An open meeting for farmers of Cavalier county will be held in the Langdon auditorium in the near future to discuss the possibility of establishing a co-operative grain elevator in Cavalier county. J. Webber is district organizer. Purchase of an existing elevator in Langdon is proposed if interested farmers get the co-operative project organized here.

Amenia, N. D.—The Amenias Seed & Grain Co. has completely remodeled its plant, raising its cupola 12 ft., divided its large bins into 32 bins with a 2,000-bu. capacity each, fitting them with new Strong-Scott Turnheads. Cleaning equipment consists of a distributor and cylinder separator, a terminal cylinder separator and a clover huller. The dump scale was fitted with a Strong-Scott 76-in. Airlift. The Hogenson Construction Co. had the contract.

Edinburg, N. D.—At a recent meeting of the stockholders of the Edinburg Farmers Elvtr. Co., it was voted to wreck the present elevator and build a new and up-to-date plant. The contract was let to the Hogenson Construction Co., who prepared the plans and specifications. The new elevator is to have a capacity of 60,000 bus., to be of the Tee work-floor type with 21 bins, 5 deep bottom bins running to the foundation. The balance of the bins are overhead or pocket bins. The present office will be used, but moved to a new location and attached to the new 16-ft. wide driveway. A sample room will be built adjacent to the office and driveway. A scale beam will be placed in this room with a bay extending into the driveway. A warehouse will be built on the side of the elevator adjacent to the exit end of the driveway. The foundation is to be of reinforced concrete of special design for the different loads. Walls and roofs of the entire plant will be covered with 26 gauge galvanized iron with corrugated iron for walls and galvanized standing seam roofing for roofs. There will be two stands of elevators, one with Calumet Buckets with capacity of 3,000 bus. per hour, one with Superior D. P. Buckets with capacity of 2,000 bus. per hour, the legs to be driven with Fairbanks Motors and Strong-Scott Head-Drives and fitted with double distributing system using steel spouting to bins. The present Fairbanks Dump Scale and Winters Lift will be installed in driveway for receiving grain. A Richardson 2,250 bus. per hour, fully Automatic Scale with dribble pan is to be installed in the cupola for weighing grain into cars or back into bins. On the work-floor a large capacity uniflow grain cleaner will be installed with pit arrangements for the different separations. A dust house will be built at the side of the elevator to which chaff from the cleaner will be blown thru a steel pipe. Another feature of the elevator is an electric bin alarm system with a panel board on the work-floor to determine when bins are filled. The work will be started as soon as the weather permits in the spring. Officers of the Edinburg Farmers Elvtr. Co. are: Steini Myrdal, pres.; N. E. Syversrud, sec'y; Ragnar Johnson, mgr.

## OHIO

Newark, O.—Newark Feed Store has installed a Sidney Vertical Mixer.

Mt. Victory, O.—The Mt. Victory Elvtr. Co.'s elevator was damaged by high winds Jan. 5.

Wooster, O.—The Newell Construction & Machy. Co. was awarded a contract to build a plant of the expeller type for the local Soy Bean Processing Co.

Tiffin, O.—The Tiffin Farmers Exchange, managed by Albert Horn, changed its name Jan. 1 to The Tiffin Farmers Co-operative, Inc. The company now operates three elevators at Tiffin, one at Swander Station, and one at Bloomville.

Shinrock, O.—At the recent annual meeting of the Shinrock Elvtr. & Supply Co. figures showing a highly successful year were presented. Samuel Jeffery, manager, reported four per cent stock and patronage dividends were paid to stockholders during the year and a four per cent patronage dividend was also distributed to non-stockholder customers, some of them receiving \$100 shares. W. L. Douglas, Albert Dicker and J. M. Otto were re-elected directors for three year terms. Mr. Douglas is president of the company.

Columbus, O.—New members enrolled by the Ohio Grain, Mill & Feed Dealers Ass'n include the Wadsworth Feed Co., Warren; Farmers Granary Co., Van Wert; Carroll Elvtr. Co., Carroll; A. R. Elson Co., Magnolia.—W. W. Cummings, sec'y.

Lees Creek, O.—Clinton County Farm Buro has installed considerable new equipment including a sheller, manlift, electric truck dump, revolving screen cleaner, elevator, new drives, and miscellaneous equipment, all purchased from the Sidney Grain Machry. Co.

Tiffin, O.—The Tiffin Farmers Exchange Co. purchased the following elevators from the Sneath & Cunningham Co.: the Terminal elevator at Tiffin with a capacity of 60,000 bus.; the large corn and oats elevator at Tiffin; the Ink Elevator at Ink, O.; and the Bloomville Elevator at Bloomville. The name of the Tiffin Farmers Exchange Co. has been changed to Tiffin Farmers Co-operative, Inc., and organized under the co-operative laws of Ohio. We are planning in the near future to rebuild our feed department, installing a hammer mill and mixers.—Albert H. Hoen, mgr.

Columbus, O.—The division of Feeds & Fertilizers under the new state administration will probably be consolidated with the department of Plant Industry, which action was recommended two years ago by the Sherrill Commission. At that time the Ohio Grain, Mill & Feed Dealers Ass'n passed a resolution against such action and emphasized the importance of the Feed & Fertilizer Dept., stressing the fact that it was one of the few departments that was self-sustaining. The 1938 report received from Bert Leas, chief of the department, shows receipts of \$84,275 and expenditures of \$31,900. The surplus of \$52,375 was appropriated by the outgoing administration to bolster up some "weak sister" department instead of allowing the money to be spent for additional inspectors and equipment, which are so badly needed. We have taken this matter up with John Brown, Director of the Agricultural Dept., urging that more of the money received by the department be used to help improve the service to feed and fertilizer dealers.—W. W. Cummings, sec'y.

Tiffin, O.—Sale of its Watson Station Elevator, six miles north of Tiffin on the Big Four railroad, liquidated the last of the properties of the Sneath & Cunningham Co. which was operating 28 elevators, 10 of its own and 18 under lease, at the time it voluntarily dissolved last July. Virgil Reidel, former agent for the company at Plankton, was the purchaser, and plans to make improvements and open the idle elevator about July 1. In the six months since dissolution, the former Sneath & Cunningham Co. management, as previously reported in the Journals, sold two elevators at Tiffin and one at Swander, to the Tiffin Farmers Exchange, which also took over the lease on the elevator at

Bloomville. The Farmers Elevator at Bascom bought the Bascom elevator. The Ohio Grain Growers, Inc., managed by Dick Lyon, operators of elevators at Fostoria, Emsden and Iler, bought the Burgoon house, and took over the New Riegel lease. George Swisher, Adrian general storekeeper, bought the Adrian house. Mr. Oakleaf of Republic bought the Sian elevator. P. W. Davis bought the Plankton and Sycamore houses. Ralph Davis Sneath has retired to Florida. Arthur Cunningham, now 80 years old, assisted by Robert Van Buskirk, has liquidated the affairs of the former Sneath & Cunningham Co., preparatory to retirement.

## TOLEDO LETTER

Toledo, O.—The Farmers Grain Dealers Ass'n of Ohio will meet at the Waldorf Hotel Feb. 21 and 22.

Toledo, O.—Continental Grain Co. has applied for a second membership in the Toledo Board of Trade in the name of Gustave Loebel.

Toledo, O.—William E. Savage, 70, head of the Imperial Grain & Milling Co., was elected to an honorary life membership in the Toledo Board of Trade at a recent meeting of the organization's directors, in recognition of a lifetime of loyal and helpful service. Mr. Savage is retiring from active business life.

Toledo, O.—A. C. Hoffman was re-elected president of the Toledo Board of Trade Jan. 9; also re-elected were George R. Forrester, first vice-pres.; H. W. Applegate, second vice-pres.; W. A. Boardman, treas., and A. E. Schultz, sec'y. The directors are: J. H. Bailey; P. M. Barnes; C. S. Coup; H. R. Devore; M. H. Faulring; C. R. Keilholtz; C. E. M. Keller; D. L. Norby; S. L. Rice; G. D. Woodman.

## OKLAHOMA

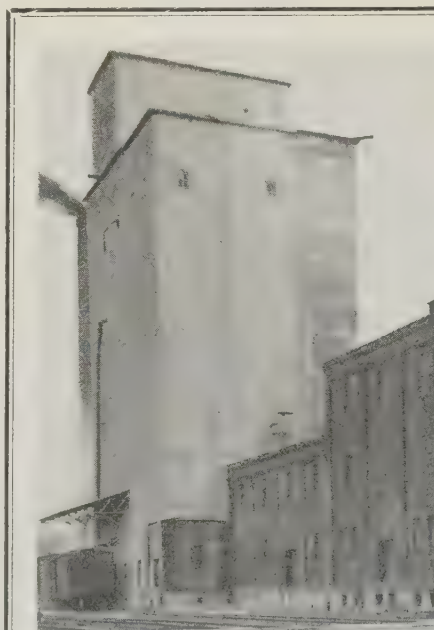
Enid, Okla.—The Oklahoma Grain & Feed Dealers Ass'n will meet here May 17 and 18.

Edmond, Okla.—The Eagle Milling Co. plant was damaged by fire of unknown origin on Dec. 31.

Enid, Okla.—The Farmers Co-operative Grain Dealers Ass'n of Oklahoma will meet here April 6 and 7.

Blanchard, Okla.—Tom Dyer and T. E. Hutchens are installing a new grist mill and will specialize in the grinding of corn meal for wholesale and retail, also doing custom grinding.

Ponca City, Okla.—Maynard Sallee, former Ponca City resident, has leased the W. T. Oates Grain Co. elevator, taking over its management Jan. 1. The business, owned by the late W. T. Oates, will be known as the South Elevator. Mr. Sallee who has leased the plant for an eight-month period, will concentrate mainly on feed business and custom grinding.



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Buffalo, Okla.—The biggest year in the history of the organization was reported at the annual meeting of the stockholders of the Buffalo Farmers Co-operative Elevator Co., Jan. 10. During the year, 145 cars of wheat were handled. Stockholders received a total of \$6,671.40 in patronage and 4 per cent interest dividends on stock made available at the meeting. This figure included a 3 per cent per bu. dividend on wheat and 5 per cent dividend on purchases. The company's operating gain for the year was \$7,853.27, exceeding by \$2,837.40 profits shown in any year since 1927. E. J. Walcher is manager of the elevator, completing his second year, and is to be congratulated upon the excellent results he has attained.

## PACIFIC NORTHWEST

Rosalia, Wash.—Inland Empire Milling Co. has sold its hatchery and feed store to William Easton of Rosalia.

Coppei (Waitsburg p. o.), Wash.—Touchet Valley Grain Growers, Inc., sustained property damage Jan. 3 from high winds.

Seattle, Wash.—The office of the Galbraith Co., hay, grain, feed and building material dealers, was entered by thieves Jan. 17, and cracking open the safe, they escaped with \$200.

Seattle, Wash.—Pacific Northwest Feed Ass'n will hold its annual meeting at the Washington Hotel Feb. 22, Washington's Birthday Anniversary. An interesting program is being arranged for the occasion.

Wenatchee, Wash.—H. W. Taylor, formerly assistant manager of the Tacoma mill of the Centennial Flouring Mills Co., entered upon his new duties as manager of the company's local mill, Jan. 15.—F. K. H.

Lewiston, Ida.—Idaho grain dealers held a meeting in the office of the Lewiston Grain Growers Saturday afternoon, Jan. 21, when legislative matters that are to come before the Idaho legislature soon and in which grainmen are vitally interested were discussed.

Quincy, Wash.—The Quincy Farmers Elevator Co. report the best year experienced in 1933 of any since 1930. A 10 per cent cash dividend was declared and a 1½c a bu. wheat dividend was voted for all stockholders, also a ¾ cent dividend on non stockholder growers who sold thru the company.

Portland, Ore.—The annual meeting of the Portland Merchants Exchange was held in the Exchange quarters Tuesday afternoon, Jan. 17, when the following directors were elected for the coming year: D. M. Kerr, R. W. Cabell, R. E. McGee, R. J. Darling, Capt. J. A. Hazelwood and A. T. Caswell.

The Dalles, Ore.—Melvin D. Beer, vice-president and general manager of the Wasco Warehouse Milling Co., died suddenly at his home, Jan. 12, of a heart attack, suffered that morning at the plant. Mr. Beer had been associated with the company for 30 years and had been manager for 15 years.

Seattle, Wash.—After giving forty years of service to the Centennial Flouring Mills Co., the last twenty-four of them as its vice-president and general manager, Louis P. Baumann retired Jan. 1. His place will be filled, temporarily at least, by Attorney A. W. Witherspoon of Spokane, president of the company.—F. K. H.

Seattle, Wash.—J. C. Lasswell, manager of the Spokane unit of the Centennial Flouring Mills Co., is now executive vice-president of the company, with headquarters here, the announcement being made by A. W. Witherspoon, president. He was succeeded at Spokane by H. M. Wilbanks, formerly plant manager at Wenatchee.—F. K. H.

Pendleton, Ore.—With the removal of Phil Welk to Walla Walla as general manager of the Preston-Shaffer Milling Co.'s general offices, J. W. Gilmore, plant superintendent at the Western Milling Co. mill, merged with the Preston-Shaffer Milling Co., will become resident plant manager with Glenn Bayne, of the company's Waitsburg mill, as his assistant

Ritzville, Wash.—Merle Johnson was appointed manager of the O'Neill Grain Co. warehouse to succeed Paul Plager who is now deputy sheriff.

Walla Walla, Wash.—The Preston-Shaffer Milling Co. is establishing its general offices here. They were formerly located at Waitsburg, Wash. This move was preceded by merging the Peacock Mill Co. of Freewater, Ore., and Western Milling Co. of Pendleton, Ore., in the parent corporation, Preston-Shaffer Milling Co. The company also has mills at Waitsburg and Athena, Ore. Phil Welk of Pendleton will become general manager of the company.

Ashland, Ore.—R. E. Neely, Grants Pass feed mill operator, has purchased the Ashland Mills from Mrs. Elda Anderson. Noel Heard, manager for Mrs. Anderson, will continue in the same capacity under the new owner. Mr. Neely recently bought two warehouses near the railroad tracks which Mrs. Anderson had leased. He also bought the land on which the mill stands from the city. Feed manufacturing, hay, grain and stock feed sales comprise the bulk of the business transacted.

## PENNSYLVANIA

State College, Pa.—The Pennsylvania Millers & Feed Dealers Ass'n will meet at the Nittney Hotel Jan. 7, 8 and 9.

Nazareth, Pa.—A. Russell Snyder, for the last 11 years manager of the Nazareth branch of the Flory Milling Co., has taken over the ownership of the local plant, effective Jan. 1. Mr. Snyder has been connected with the Flory company for 21 years.

Bloomsburg, Pa.—The White Milling Co. plant was destroyed by fire on the afternoon of Jan. 6. H. V. White, the 82-year-old owner, estimated the loss at \$60,000, with partial insurance. Daniel W. Sterner, 54, lineman, after cutting power lines, was caught in a shower of hot bricks when the wall buckled, following an explosion, and burned to death in the fire. Large amounts of grain and feed in the destroyed building were a total loss.

## SOUTH DAKOTA

Howard, S. D.—Leo Brewer, 58, operator of the L. E. Brewer Elevator here since 1904, died recently.

Highmore, S. D.—The Highmore Roller Mill, owned and operated by Joe Sieger, was gutted by fire Jan. 5, the fire starting in the machine room of unknown cause.

Doland, S. D.—Ralph Irish has assumed the duties of manager of the Farmers Elevator Co. elevator, succeeding B. L. Ewing, whose death late in December, after 25 years of service, created the vacancy.

## SOUTHEAST

Statesville, N. C.—The Farmers Co-operative Exchange has awarded a contract for the building of a new feed mill near here, to cost \$30,000.

Sparta, Ga.—The Harris mill here, which was acquired some time ago by W. L. Moore, Atlanta, has been rebuilt and will be operated henceforth as the Millmoore Milling Co.

Smithfield, N. C.—W. W. Cole of Fayetteville and Elizabethtown has opened a new feed store here. The Cole Feed Co. has been making poultry and stock feeds for the last five years.

Reedson (Engle p. o.), W. Va.—D. Frank and J. W. Wynkoop, of Loudon County, Va., have purchased the grain elevator and store of Samuel K. Jenkins and other heirs-at-law of Craven Jenkins, deceased. The elevator is under lease to Harry Heskitt of Rippon, who operates a grain business here.

## TENNESSEE

Smithville, Tenn.—Hendrixson Produce Co. recently purchased a Sidney Special Mixer.

Cleveland, Tenn.—M. L. Ramey, new owner of the Bradley Supply Co., assumed operation of the feed company Jan. 1. He purchased both the Cleveland and Athens branches of the Bradley Supply Co. from Clyde J. Gobble, who established the local store five years ago and the Athens store during the past year.

Memphis, Tenn.—E. E. Clark, district manager of Southern Cotton Oil Co., has been elected president of the Memphis Merchants Exchange for 1939, while the newly-elected vice-president is Ferd Heckle, grain and feed broker. The following men were elected as directors: Messrs. Sim F. Clark, Will A. Hall, E. T. Lindsey, L. B. Lovitt, H. B. McCoy, H. L. McGeorge, Chas. P. Reid, and Chas. G. Robinson.

## TEXAS

Amarillo, Tex.—The Panhandle Grain & Feed Dealers Ass'n will meet here May 15 and 16.

Fort Worth, Tex.—Universal Mills celebrated its 17th anniversary with a second annual dealers convention held here Jan. 16 and 17. Gaylord J. Stone is president of the mills. Several hundred dealers were in attendance.

Dallas, Tex.—R. T. Cofer, affiliated with J. C. Crouch Grain Co., was elected president of the Dallas Grain Exchange at its annual election, held early this month. W. A. Howard was elected vice-pres., and G. H. Rogers was re-elected sec'y-treas. Directors elected were: Wiley Akins, J. R. Brown, D. S. Donovan, J. C. Crouch, Blaine Thompson, Edwin R. Doggett, and A. J. Biggio.

Gainesville, Tex.—Fred Honea, who has been prominently identified with the milling business in Texas for many years, has purchased the interest of Harry Rosenstein, vice-pres. of Whaley Mill & Elevator Co., and is now in charge as general manager. For many years Mr. Honea was general manager of the Morton Milling Co., Dallas, later executive vice-pres. of the Tex-O-Kan Flour Mills Co., and more recently a member of the executive staff of Stanard Tilton Milling Co., also of Dallas. The Whaley mill is one of the most modern mills in Texas, of fireproof concrete construction, with a capacity of 1,000 bbls. of flour and 400 bbls. of corn meal, and total elevator storage of 600,000 bus.

## WISCONSIN

Elkhorn, Wis.—S. B. Simmonds recently purchased a large cleaner from the Sidney Grain Machinery Co.

Coomer (Clam Falls p. o.), Wis.—Al Burns, who has feed stores at Grantsburg and Siren, is installing a feed grinding mill here.

Moeville (Ellsworth p. o.), Wis.—Fire destroyed the feed mill owned by Stanley and Harold Peterson, the loss estimated at \$1,000.

Stitzer, Wis.—The Virgil Loy warehouse and feed mill were destroyed Jan. 12 by fire caused by a dust explosion. The loss was estimated at about \$7,000, partly covered by insurance.

Superior, Wis.—Peter Swamser of Superior has been appointed to a three year term on the state grain and warehouse commission, succeeding Lawrence R. Dauplaise, effective Feb. 6.

Manitowoc, Wis.—John C. Kellner, 83, retired flour miller and feed dealer, died Jan. 4 at the home of his son. Survivors include two sons, who are conducting the feed and flour business.—H. C. B.

Madison, Wis.—Fred R. Fisher, Waupaca flour and feed mill operator, took his seat in the state senate Jan. 11 at the opening of the legislature as the newly elected representative from the 23rd district.—H. C. B.

Madison, Wis.—A series of barley meetings are being held thruout the state under the auspices of the Wisconsin College of Agriculture with elevator men in the various communities co-operating to make the programs successful.—H. C. B.

Superior, Wis.—Purchase of the Daisy-Listman mill properties in East End Superior thru a joint agreement by the city and county was approved recently by the county board. The supervisors agreed to the plan which provides for the county having a 60 per cent equity in the properties. The city would retain 40 per cent ownership. Members of the city council have not yet given approval to the proposal, but it was indicated that this group would favor the plan.

## STRATTON GRAIN CO.

MILWAUKEE, WIS. CHICAGO, ILL. SPRINGFIELD, O. ST. JOSEPH, MO. NEW YORK, N. Y.  
MILL FEEDS — FEED PRODUCTS — BY-PRODUCTS  
Consignments and Future Orders Solicited



Hustler, Wis.—Fire of unknown origin destroyed the flour, feed and grain warehouse owned and operated by L. H. Herrewig. All of the contents of the main building, of brick construction and housing flour, feed, grain, machinery and office equipment were lost in the fire. Mr. Herrewig's future plans are uncertain.

Sturgeon Bay, Wis.—William Bushman, manager of the New Richmond Roller Mills Elevator and Feed Mill here, was badly burned about the face and arms Jan. 11 when he threw some waste oil into the furnace of the garage at the elevator, believing there was no fire in the furnace. Damage to the garage and truck was estimated at \$300.—H. C. B.

Elm Grove, Wis.—Reinder Bros. have awarded contract for the rebuilding of their feed mill to the T. E. Ibberson Co. Sixteen processing bins will be provided. The legs for handling grain to and from these bins will be fitted with drive and motors. The processing machines will consist of a power shovel for servicing cars, a Eureka Grain Cleaner, a cob crusher, a corn sheller and a Eureka Special Corn Grader and Separator in the corn unit. Two special corn cutters will serve the Eureka Corn Grader. A two-ton Eureka Mixer with a 20-h.p. motor and reduction drive, along with a one-ton mixer will be used in the mixing plant. A Prater Hammer Mill and a Strong-Scott Attrition Mill with two 30-h.p. motors will be used for grinding. A Strong-Scott Molasses Machine, a modern pellet machine and a 12,000 gallon bulk molasses storage will be provided. A 15-ton Fairbanks Scale with an under and over beam attachment will be used for weighing. Two special sewing machines will be part of the equipment. An exact weight Richardson Sacking Scale and a Eureka Feed Dresser will serve all stock bins. A special oat crimper with two 10-h.p. individual motors will be used. Special Strong-Scott Head Drives will be used on the legs and tapers will be fitted to the individual motors driving each machine. Special Ibberson Valves and Fittings are used thruout this plant. A low pressure steam boiler will be installed for heating the entire plant, as well as the office building. Adjacent to the building, which will house this equipment are four concrete storage tanks, which will be fitted for the storage and handling of grains to be processed in the mill. The owners have just completed a large fire-proof warehouse 50 ft. wide and 120 ft. long, built of reinforced concrete, built at the end of a warehouse of about the same dimensions. This company also has a coal yard in connection with its feed plant, which has a capacity of 2,000 tons and is operated with mechanical equipment. The company operates a fleet of five trucks for delivery of their products. The business is under the management of Roland and George Reinders.

#### MILWAUKEE LETTER

The Central Retail Feed Ass'n, Inc., will meet at the Schroeder Hotel June 5 and 6.

Milwaukee, Wis.—H. M. Stratton, president of the Stratton Grain Co., has been named to the board of directors of the Marine National Exchange Bank.—H. C. B.

Ernest J. Franke, 73, veteran weigher at the Milwaukee Grain & Stock Exchange, died Jan. 18 after collapsing in a street car. He was born in Milwaukee and had lived here all his life.

Milwaukee, Wis.—With Milwaukee seeking enabling legislation to permit the city to grant tax exemption on the first \$4,000 valuation of homesteads and to impose a 2 per cent sales tax to offset the revenue loss, indications are that some form of sales tax will be enacted by the state legislature. The proposed tax, patterned in part after ordinances now in effect in New York City, New Orleans and Philadelphia, would authorize the council to impose a 2 per cent tax on the gross receipts from all retail sales of "tangible personal property, no matter where delivered."—H. C. B.

#### WYOMING

Wheatland, Wyo.—A. O. Blow has taken over the Wheatland Roller Mill on a lease and intends to establish a good wheat market for farmers of the vicinity.

Sweden has imposed an import tax of 0.05 crown per net kilo on wheat, effective Dec. 1.

Holland's duty on corn has been reduced to stimulate imports from the Dutch East Indies.

### What Is "Tough" Wheat?

Dryness has always been a much-sought-after quality in grain. Any grain that contains moisture in excess of its normal air-dry condition is nearly always unsafe for storage, especially if the grain is stored at a high temperature.

Damp grain cannot be shipped to market, unless the weather is very cool, without danger of becoming musty or heating in transit. Wheat that contains more than approximately 14 per cent of moisture often will spoil during storage, and it may spoil even with a lower moisture content in certain climates or under improper storage conditions. This is especially true when the atmospheric temperatures are high. Wet grain cannot be satisfactorily milled either for flour or stock feed. Wet grain makes both wet flour and wet feed, that will not long remain cool and sweet.

When one stops to consider just how much water there is in a bushel of 14 per cent moisture wheat the results are surprising. Fourteen per cent of 60 lbs. is 8.4 lbs. The old rule that a "pint is a pound the world around" is approximately correct, hence we would have a gallon of water in a bushel of 14 per cent moisture wheat.

This quantity of water is contained in the large glass graduate on the left in the engraving herewith. The pint bottles beside the graduate contain more water.

In the graduate at the right an additional pint of water has been added, to illustrate the additional quantity of water found in 15.5 per cent moisture wheat. This exhibit has been prepared by Willis B. Combs of the extension service of the U. S. Dept. of Agriculture. Fifteen and five-tenths per cent moisture is the limit allowed in the special grade "Tough" in the winter wheats.

When the moisture content exceeds the maximum limit for "Tough" the wheat is then graded sample grade because of excess moisture.

#### Minimum and Maximum Moisture Limits for Tough Grain

GRAIN	Moisture content of tough grain	
	In excess of— Percent	Not to exceed— Percent
Hard Red Winter, Soft Red Winter, and White Wheat..	14	15.5
Hard Red Spring, Durum, and Red Durum Wheat.....	14.5	16
Barley (class 1) and Black Barley .....	14.5	16
Western Barley .....	13.5	15
Oats, Feed Oats, and Mixed Feed Oats .....	14.5	16
Rye .....	14	16
Mixed Grain .....	14.5	16

The special grade designation "Tough" applies to the standards for wheat, barley, oats, Feed Oats, Mixed Feed Oats, rye and Mixed Grain. The minimum and maximum moisture

limits for tough grain of the various grains are shown in table herewith.

An example of the use of the special grade designation "Tough" is as follows: No. 2 White Oats, Tough. The designation "Tough" does not apply in the case of corn, grain sorghums, or flaxseed.

### Large Crop a Problem in Argentina

The Argentine government board is practically the only buyer of farmers' wheat and, hence, the only seller at first hand. It buys wheat at a minimum price of 7 pesos per quintal, equivalent to about 59½ Canadian cents per bushel, basis Buenos Aires, and offers its purchases in turn to exporters for sale on world markets, absorbing the loss out of funds made available from exchange transactions. This year the government doubled the margin of profit which it takes from buying and selling exchange so that larger sums may be available for pushing sales of wheat, if necessary. One observer estimated the amount of profits in the exchange control fund during the coming year at 100 million dollars compared with 64 million dollars in 1937.

The problem of the Argentine government is not made easier by the growing of the second largest wheat crop in history. Trade estimates had placed production at less than 300 million bushels but the first official report gave a figure of 316 million bushels, only surpassed by the record crop of 349 million bushels in 1929. Allowing 100 million bushels for domestic requirements the Argentine has an exportable surplus on this basis of 216 million bushels.

Under the exchange control system inaugurated during the depression two markets are provided—an official market and a free market. Exporters to preferred markets, including certain South American countries, can take advantage of the free market, which returns them some 35 per cent more paper pesos than the official market.

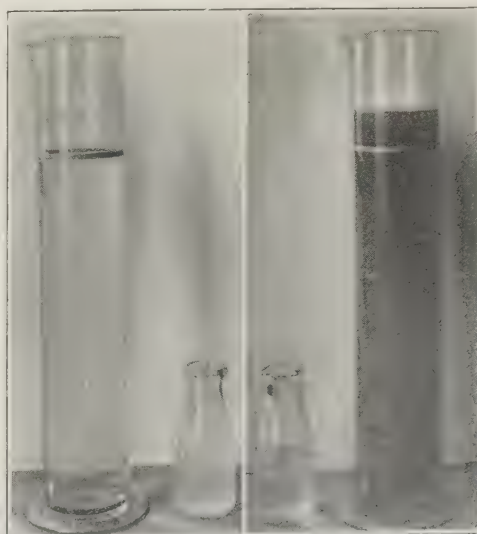
But South America offers a market for only 40 million bushels of Argentine wheat. The great bulk of the 200 or so millions of bushels surplus must be disposed of elsewhere, chiefly in Europe.—Jas. Richardson & Sons.

Grain income of farmers was \$775,000,000 from Jan. 1 to Nov. 1, against \$1,010,000 from Jan. 1 to Dec. 1, 1937, as reported by the Bureau of Agricultural Economics. For the first 11 months of 1938, cash income, including Government payments, is estimated at \$6,906,000,000, or 11 per cent less than the \$7,798,000,000 in the same months last year. Government payments in the January-November period this year have totaled \$443,000,000, or 24 per cent more than the \$358,000,000 reported for the same months of last year.

### Books Received

SEEDSMAN'S YEARBOOK for 1939 gives names of all officers of seedsmen's ass'ns, locations of experiment stations, botanical and common names of plants, lists of seed growers, requirements of state seed laws and much other information of value to seedsmen. Paper, 192 pages. Published by National Seedsmen Publications, Chicago, Ill.

THE GRAIN ELEVATORS OF NEW SOUTH WALES.—Using data taken from the official yearbooks of New South Wales and the Commonwealth of Australia a careful analysis is made of the amount of grain handled and the financial results of the government owned elevators by Carlos A. Del Villar, chief of the economic and financial section of the Argentine National Grain and Elevator Commission, in a pamphlet in Spanish entitled "Los Elevadores de Granos en Nueva Gales del Sud." Paper, 26 pages. Comision Nacional de Granos y Elevadores, Buenos Aires.



Left: Glass Graduate Containing Over a Gallon of Water from Bushel of 14 per cent Moisture Wheat.  
Right: The Additional Pint of Water in a Bushel Graded "Tough."



# Field Seeds

**Walton, Ind.**—A. D. Shirley shipped 40,000 lbs of sunflower seed from the 1938 crop. What Hoosier shipper can beat this?

**Seattle, Wash.**—John H. Gooch has leased a new location for his seed and pet store.

**Wayland, Mich.**—The Hilbert Seed Co. sustained \$2,000 loss by fire, Jan. 7, in its store.

**St. Cloud, Minn.**—The 16th annual central Minnesota Seed Show will be held Jan. 25 to 28.

**Edwardsville, Ill.**—The A. & B. Feed and Seed Store recently sustained loss by wind-storm.

**Sunbury, Ia.**—Otto A. Schwitzer has taken the management of the seed store for the Miller Co.

**Chillicothe, Mo.**—A seed store is to be opened here Feb. 1 by Earl E. May of Shenandoah, Ia.

**Grand Island, Neb.**—A branch house will be opened here by the Earl E. May Seed Co. of Shenandoah, Ia.

**Denver, Colo.**—The annual state seed show will be held here during the stock show, from Jan. 28 into February.

**Chandler, Minn.**—Wm. Moret will remove his seed business Mar. 1 to a new location, which he has purchased.

**Fremont, Neb.**—The Yager Co. has purchased a full carload of soybeans for seed to be distributed in this part of Nebraska.

**Sudan grass** is proving valuable in preventing soil from blowing in Oklahoma. Wheat fields are saved by planting border strips of sudan.

**Norfolk, Neb.**—A distributing plant will be opened in Norfolk by the Nebraska Seed Co. of Omaha, with H. D. Shannon in charge of sales.

**Saskatoon, Sask.**—At the provincial seed fair, H. A. Myers of White Fox won honors in all wheat classes, Reward, Marquis, Thatcher and durum.

**Boston, Mass.**—Chas. H. Breck, an organizer of the New England Seedsmen's Ass'n, and until his retirement active as pres. of Jos. Breck & Sons, died Dec. 29, aged 89 years.

**Fargo, N. D.**—R. C. Hastings, of Fargo, acting state seed commissioner since Dec. 13, was named commissioner by the state board of administration at Bismarck. He succeeds the late E. M. Gillig, who died Dec. 10.

**La Crosse, Wis.**—Wilbert Rau, for many years sec'y of the Salzer Seed Co. here, has opened the Rau Seeds & Feeds Co. The firm is building a store and warehouse which is expected to be completed early in February, and will do a retail and wholesale business.—H. C. B.

**Sioux City, Ia.**—The establishment of a warehouse for hybrid seed corn here is being considered by the DeKalb Agricultural Ass'n of DeKalb, Ill.

**Manhattan, Kan.**—Entries will be received until Feb. 1 for corn performance tests for seed corn submitted by seedsmen and others. State and federal governments are co-operating in the test, information regarding which may be obtained from the Kansas Corn Performance Test Com'te, Department of Agronomy, Kansas State College.

**Peoria, Ill.**—Earl G. Sieveking, pres., has announced a meeting of the Illinois Seed Dealers Ass'n in the Pere Marquette Hotel, Jan. 26. Leonard H. Vaughan of Chicago will speak on "The Illinois Occupational Tax for Seed" in the forenoon. In the afternoon the Illinois Crop Extension Program will be explained by Professor J. C. Hacklemann of the State Experiment Station.

**East Lansing, Mich.**—The Michigan State Seed Council was organized Jan. 11 with Harold M. King of Battle Creek, pres.; R. L. Olds, county agent of Kalamazoo County vice pres., and H. L. Seaton of Michigan State College, sec'y-treas. The Council will consist of 13 delegates, representing the Michigan Seed Dealers Ass'n and 11 other state organizations, including the seed analysts and the bean shippers.

**Oakland, Cal.**—Gordon Laing of Alameda County, chairman of the state wide quarantine com'te of county commissioners, at a recent meeting of the California Seed Council presented a plan to promote uniformity of action among commissioners in handling quarantine inspection of agricultural seeds for the presence of noxious weed seeds. All commissioners will be required to file with the Director of Agriculture the names of the weed which will lead to rejection in their counties.—W.B.

**Lafayette, Ind.**—A lot of sweet clover seed shipped by a mail order seed firm into Scott County and labeled 91 per cent germination was found by the state seed laboratory to germinate 44 per cent. The seed in the lot was 95.75 per cent sweet clover, the rest being dirt, chaff, weed seeds and a small amount of other crop seeds. The report showed the astonishing total of 17,596 weed seeds per pound, of which 216 per pound were quack grass seed. Out of 180 pounds of this material 95.75 per cent was sweet clover, which leaves 17 pounds of weed seed and dirt. This means that out of the 180 pounds of seed, this farmer received only 71.7 pounds of pure immediately germinable seed of the kind he bought. He bought three bushels and got less than a bushel and a half of sweet clover seed that would grow.

**Lafayette, Ind.**—Clarence Dyer of Carthage, Jan. 11, won the grand sweepstakes honors for the second consecutive year with his entry of Reid's Yellow Dent corn at the Indiana Corn and Grain show held in connection with the Purdue University's annual agricultural conference. He also won the sweepstakes on yellow corn and in section three. Harry Patterson of Tipton, who exhibited Reid's Yellow Dent corn also, won the section two sweepstakes and the Grand Reserve Championship. In the 4-H club corn show held in connection with the state show, Robert Curry of Tipton was awarded the sweepstakes ribbon with his ten-ear sample of yellow dent variety, while reserve sweepstakes went to Russell Hardin of Knightstown, with his entry of Reid's Yellow Dent. Sweepstakes honors on single ears were won by A. Allen Isley of Shelbyville.

**St. Paul, Minn.**—W. W. Brookins, agronomist of the University Farm, urges farmers to buy seed flax now as the demand next spring may exceed the supply of good seed. Flax is a good nurse crop for legumes and grasses, and if used for this purpose, it may be classed as non soil-depleting under the regulations of the 1939 Agricultural Conservation Program. If so, the demand for seed will be unusually heavy. Flax is more seriously affected by weeds than most any other crop, and clean seed is essential, says Brookins. The best seed is plump, must have good germination, and be free of weeds.

## Area of Production in the Seed Industry

Some time ago the American Seed Trade Ass'n petitioned the administrator of the wage and hour law for hearings on determination of area of production and for a ruling that the seed business is a seasonal industry. The dates for these hearings have not been set.

A favorable ruling is expected following the precedent set in revising the definition of area of production in the case of country elevators handling beans.

As originally issued, the definition affected only establishments on farms, or in the immediate locality (?), employing not more than seven persons. This excluded all bean elevators. The revised definition adds to the original definition a new paragraph which includes within the area of production an establishment which is the first concentration point for the processing of dry edible beans into standard commercial grades.

The revised definition will exempt from operation of the Wage and Hour Act employees engaged in the hand-picking of beans in country bean elevators or warehouses but not in terminal elevators.

## Field Seed Wholesalers Condemn Government Distribution of Seeds

The Farm Seed Group of the American Seed Trade Association held its midwinter meeting at the Palmer House, Chicago, Jan. 20, with nearly 200 seedsmen in attendance.

Chairman Berkeley Michael presided.

After hearing minutes of the last meeting and the treasurer's report, Chairman Michael called for reports from the committees.

R. Burns reported for the arbitrations committee, H. Kling on trade rules, George Mann on traffic, and A. L. Bibbins, weed control. Ed Mangelsdorf told of the work of the legislation committee. M. C. Zellmer reported for the committee on statistics, and Roy A. Edwards for the dockage committee.

Dr. Porter, Iowa State College, reviewed the seed analysis work done at the college the past year toward uniform determination.

O. C. Holleran, chief, industrial marketing unit, Dept. of Commerce, urged the association to adopt a broad long-time program of more efficient marketing. He advised the establishing of a permanent office with a full-time secretary, and close co-operation with the Dept. of Commerce.

A resolution was adopted condemning government distribution of seed for compliance on the soil erosion program.

W. A. Wheeler, U. S. D. A., spoke on buying seed on a dockage basis.

George Edler, head of the Seeds Section, Division of Crops and Live Stock Estimates, U. S. D. A., in explaining the enormous increase in the Dec. 19 clover estimate over previous forecasts stated that he was as much surprised by the data on which the estimate was based, as the seedsmen were by the estimate. The facilities of the dept., he explained, were so much broader than formerly used, that the new estimates included much seed not formerly reported.

## Directory

### Grass & Field Seed Dealers

#### CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

#### GREEN SPRINGS, OHIO

The O & M Seed Co., seed merchants.

#### PAULDING, O.

Stoller's Seed House, wholesale field seeds.

#### ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.



W. A. Wheeler explained that the reports under the old set up dealt chiefly with seed in commercial channels, whereas in the new dept. reports included small lots not previously reported.

Earl Page read a resolution advocating more stringent regulations on exemptions in state weed seed laws and a motion was passed to submit the resolution to all state associations for adoption.

## Adapted Alfalfa Seed Scarce

By H. D. HUGHES, Iowa State College

Alfalfa is the only legume that farmers are likely to have any difficulty with in getting adapted seed for next spring.

The supplies of red clover, sweet clover and Hubam seed are all plentiful, but there is a shortage of alfalfa seed in the regions which produce seed adapted to Iowa. In addition, the carryover of old seed is small. For these reasons, alfalfa is likely to be high in price, and far-sighted farmers who need this seed are likely to lay in their supply early.

Iowa produced more red clover seed this year than for a long time. Many fields of red clover seed last spring produced a crop of seed. Allowing red clover to produce seed the first year weakens the plants and will reduce the yield the next year. The yield may be good, yet it will be smaller than as if the seed crop had not been taken off the first year.

Because of the larger supplies of the clovers, prices will be much lower next spring than they were a year ago.

## Restrictions on Seed Imports

Importations of alfalfa and red clover seed while under redelivery bond have, prior to staining, been removed from the bags and re-cleaned without Government supervision. The Department of Agriculture is not in a position to permit the importation of seed the identity of which has been clouded by such transactions. The seed must not be removed from the original containers before entry is permitted, except under proper supervision for staining or cleaning purposes.

There have been importations of seed from Canada that are not sufficiently marked to permit the proper identification either at the port of entry or upon arrival at the seedsman's warehouse. It is suggested that dealers have their importations of seed marked in such manner that separate lots might be easily identified.

In a few instances, importations of winter rape which failed to meet the pure, live seed requirements under the Act have been permitted entry after mixing with bird food under customs' supervision. This practice will not be continued, according to W. A. Davidson, in charge, enforcement of Federal Seed Act.

## Prizes for Iowa Corn Show

Seven traveling trophies, nine permanent county trophies and \$1,200 in cash prizes are awaiting Iowa farmers who exhibit the best samples at the thirty-seventh anniversary State Corn and Small Grain Show at Iowa State College during Farm and Home Week, Ames, Feb. 13-18.

The premium list has just been announced by Joe L. Robinson, superintendent of the show and secretary of the Iowa Corn and Small Grain Growers' Assn.

As usual, all corn entries except in the hybrid classes will be divided into four sectional groups—northern, north central, south central and southern—and cash prizes will be awarded to winners in each section. Hybrid corn and small grain entries will compete on a state-wide basis.

Nearly 500 cash prizes will be awarded.

Of the special awards, the Whiting trophy will go to the sweepstakes winner in the 10-ear classes of smooth, hybrid or "any variety," the Wallace's Farmer trophy to the sweepstakes winner in the 10-ear smooth corn class, and

the McCulloch trophy to the farmer showing the grand champion 80 ears.

The Plummer trophy will be given to the exhibitor of the grand champion 30 ears; the Koch trophy to the exhibitor of the best peck of red clover seed, and the Winneshiek County trophy to the exhibitor of the best 10-ears from Winneshiek County.

Trophies donated by local banks will be awarded to the exhibitors of the best 10-ears from Floyd, Palo Alto, Madison, Pottawattamie, Washington and Wright counties, the exhibitor of the best 30 ears from Winnebago County, and the exhibitor of the best 80 ears from Des Moines and Humboldt counties.

## Farmers Are Warned About Buying Belgium Oats

One of these so-called new or improved varieties of oats alleged to have come from Belgium, was grown in the variety test plot on the soils and crops farm near Lafayette, Ind., in 1938. Altho the seed sown was of unusually strong test weight the grain harvested actually yielded 14.3 bus. less per acre than Cartier, one of the new early varieties adapted to Indiana and Columbia, another excellent early oats which can be bought as certified seed for less than one-fourth the price of these imported oats, the Purdue agronomists report.

A comparison of the yield and test weight of two recognized oats varieties grown in this vicinity, tested for the last four years, show a wide variation in both yield and quality. During this time the Victory, a late white oats, has averaged 47.8 bus. per acre with a test weight ranging from 21 to 31 pounds per bushel while the Columbia, an early gray oats, has averaged 57 bus. with a test weight ranging from 29 to 35.7 pounds per bushel.

Oats produced last year were generally of low test weight due to the damage from rust, the agronomists report, but they can be re-cleaned and used for seed satisfactorily if they have been properly dried and stored.

Minota, a mid-season, and Wayne, slightly earlier, are high yielding, white, stiff-strawed varieties recommended for central and northern Indiana on soils of average fertility. Gopher, an early white variety, is high yielding, very stiff-strawed and particularly recommended for the darker or richer soils of the northern oats belt. Cartier, an early white oats variety of high yield and test weight and moderately stiff straw is now available and for the past two years has proved highly satisfactory in central and northern Indiana.

For the southern half of the state or where oats are grown strictly for feed, the Columbia, an early, gray oat, is one of the highest yielding varieties, excellent in seed quality.

## New Iowa Oats

By L. C. BURNETT, of Iowa State College  
The three new smut and rust-resistant strains of hybrid oats developed by the Experiment Station at Iowa State College have been named Marion, Hancock and Boone after Iowa counties.

Seed from the hybrid plantings will be turned over to the Iowa Agricultural Experiment Ass'n August, 1939, and will be released for 1940 spring planting.

The amount of seed available to one person and the price have not been determined, but probably individuals will be allowed at least 10 bushels and the price is expected to be about double the market price for commercial oats, plus the cost of bags.

These oats are not hybrids in the same sense as the term "hybrid" is used in connection with hybrid corn. Growers will not find it necessary or desirable to buy new seed for each succeeding crop.

Boone is an early oat and has a short-stiff, rust-resistant straw. Its high degree of resistance to leaf rust and leaf and stem smut has lengthened the safe growing period and thus increased the plumpness and yield of the kernel.

In the past five years, during which time there have been two severe leaf rust epidemics, the yields of Boone have been as much as 10 or 15 bushels higher than that of one of its parent varieties, Iowa 105.

Marion ripens at about the same time as the lower and Gopher varieties. In lodging resistance it is on a par or better than Iogold or Iowa 105. The milling qualities of the kernel are excellent.

During the past five years when leaf rust epidemics were heavy, the yields of Marion were on a par with those from Boone.

Hancock, the third hybrid, matures nearly as early as Iogold and is as tall as Silvermine or Swedish Select. The lodging resistance is greater than any of the varieties in test at Ames or Kanawha.

The yields of Hancock usually are but slightly better than those of Iogold or Iowa 105. Hancock has sufficient resistance to leaf rust so that it usually escapes serious damage.

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## Indiana Dealers Progressive Legislative Program Outlined

[Concluded from page 69]

Helm, Warren; C. C. Harlan, Kentland; O. Hutchinson, Arlington; Glenn I. Isler, Bunker Hill;

Don B. Jenkins, Noblesville; F. E. Jones, Boswell; J. T. Jeffers, Lyons; David Jackley, Peru; Floyd Johnson, Mellott;

Clyde Keys, Fortville; John D. and Jerry Kiefer, Elwood; Chalmers Kern, Oakville; M. E. Kendall, Carmel; J. C. Kashner, Thorntown;

John E. Lynch, Darlington; John Loible, Greenville; L. E. Lake, Coffax; Otto LeForge, Amo; Etna LeForge, Amo;

Baxter McBane, Willow Branch; E. L. McDowell, Otterbein; Edward McGill, Lebanon; G. B. McBane, Maxwell; E. McMichael, St. Johns; Howard Mutz, Edinburg; Harley Miller, Bainbridge; Ivan Mills, Portland; Leland Moore, Perrysville; Max Martin, La Fontaine; Floyd Myers, Crown Point; V. W. Moore, Kirklin; Walter M. Moore, Covington; Joe Martin, Geneva; E. J. Mendenhall, Sheridan; Henry E. Miller, Greentown; Ed Montgomery, Hemlock;

Russell Northam, Arlington; George M. Neldinger, Winchester; Oris Napier, Liberty; Charles F. Naber, Alexandria; Marvene North, Chalmers;

Joe Oxley, Losantville; Ralph Overman, McGrawsville; W. R. Owens, Romney; Clarence Peters, Portland; Walter Penrod, South Whitley; Charles Northlane, Union City;

G. A. Pritchard, Fortville; C. C. Patton, Greensburg; Frank Pyle, Van Buren;

R. M. Robertson, Ewing; R. S. Robertson, Ewing; Franklin Robinson, Auburn;

A. D. Shirley, Walton; Alva J. Stout, Plymouth; W. F. Shirley, Blountsville; Charles Showalter, Burnettsville; Ralph Schinbecker, Columbia City; Ed Seward, Oak; Orville Stout, Vincennes; William Steed, Crown Point; Victor Stuckey, Berne; J. C. Springer, Windmill; E. C. Smith, Newport; Albert H. Strauck, Royal Center; Charles Smallwood, LaFontaine; Ura Seeger, Marshfield; Ray Skinner, Stockwell; John V. Shanks, Milligan; Clay Syler, North Manchester; C. W. Shuman, Logansport; Paul Stroock, Hudson; Ralph Snyder, Taylorsville; W. R. Stanley, Blountsville; Howard Stafford, Hope; Charles W. Scott, Bunker Hill;

A. O. Thomas, Marion; Harold Tharp, Carlos; Bill Thomas, Marion; Hal Thompson, Kokomo;

C. M. Urschel, Tippecanoe; H. M. Unger, Morristown;

Irwin S. Valentine, Franklin;

C. T. Wilson, Sulphur Springs; Walter S. Williams, Shideler; J. R. White, Shideler; Oris Wright, Vincennes; W. S. Wisehart, Millville; T. B. Wilson, Russellville; Perley Weaver, Sheridan; Paul Wolf, North Liberty; Lisle L. Wallace, and Taylor Wyatt, Sheridan; Marius Worl, Kennard; Floyd Wills, Terhune; F. E. Wagoner, Shelbyville; George Wall, Pittsboro; C. S. Weiler, Boone Grove; Garth Woodward, Tocsin; P. J. Wolfram, Brownsburg; E. A. Wolfe, Shipshewana, and

Jesse Zook, Camden.

Five standard samples of flaxseed have been made up by the National Grain and Elevators Commission of Argentina, from seed sent in by growers.

## Cost of Fire Protection Should Be Reduced

Unlawful price fixing in connection with the sale of calcium chloride used by grain dealers to keep water in fire barrels from freezing in any form is prohibited under an order to cease and desist entered by the Federal Trade Commission against Columbia Alkali Corporation, Barberton, O.; the Dow Chemical Company, Midland, Mich.; Michigan Alkali Co., Wyandotte, Mich., and Solvay Sales Corporation, Syracuse, N. Y.

These four companies, the Commission found, control the sale and distribution of a substantial majority of the entire output of all forms of calcium chloride in the United States.

The order requires the respondent companies to discontinue (1) maintaining a uniform zoning system for the United States; (2) suggesting retail prices to their individual dealers or distributors; (3) exchanging information with reference to the prices each charges; (4) simultaneously changing their sales prices, and (5) offering identical bids for carload or less than carload lots.

## Hedging by Country Elevators

By PAUL MEHL, Senior Agricultural Economist,

Commodity Exchange Administration.

The question as to whether or not a country elevator should hedge its purchases of grain in the futures market is one about which there is still controversy. Some persons advocate close hedging of all purchases, others claim that hedging the grain purchased is advisable in periods of declining prices and is not necessary in an advancing market. Then there are those who feel that it is unnecessary to hedge at all by the purchase and sale of futures, as the gains made by the purchase and sale of cash grain tend to offset the losses sustained due to price declines.

In the Northwest hedging in futures is a common practice because the grain bought is sold principally on "consignment" rather than on a "to arrive" or "on track" basis.

On the other hand, comparatively few Kansas elevators hedge their cash grain purchases by the sale of futures. In that section of the country purchases of corn and oats from farmers are hedged by "on track" or "to arrive" sales, tho wheat frequently is sold on a "consignment" basis.

The normal movement of grain varies considerably in these two sections. In the Northwest the rate of delivery of grain to the country elevators from the farms is greatly in excess of the movement from the local elevators to the terminal markets, whereas in the Southwest grain is shipped out during the heavy marketing season about as fast as it is brought to the elevator. Therefore, the risk of loss due to price changes is claimed to be less in the Southwest than in the Northwest where the grain is held in the local elevator for a longer period of time. Since purchases and shipments in Kansas are fairly well distributed over the first six months of the crop year, the gains and losses due to price fluctuations tend to average out. For this reason it is felt by some persons in that state that no great saving could be effected thru a wider use of hedging country purchases in the futures market, except in a period of continuously declining prices. What saving could be made by hedging the grain in the futures market and selling "on consignment" also would depend somewhat on the size of the premium that the elevator loses by selling "on track" or on "to arrive" basis. In corn, oats and rye, however, the premiums are not as large as in wheat of choice milling quality and, therefore, the saving made by selling those grains "on consignment" would not be as great as in wheat.

If the directors of an elevator prohibit the manager from buying and selling futures for hedging purposes in order to avoid a loss due to the ever present price changes, the manager must speculate to some extent in cash grain. Should he have difficulty in obtaining cars in which to ship grain or should the merchandisers of grain and the millers have adequate supplies so that the "on track" or "to arrive" bids fall off or the price is unsatisfactory, the elevator manager can sell his grain on a "consignment" basis, but this entails speculating in cash grain if he does not hedge in futures. When an elevator lacks adequate "working capital" the tendency is to prefer the "on track" or "to arrive" method of sale in order to secure quick returns on the grain sold, thus keeping their funds available for making other purchases from farmers.

A study made a number of years ago showed that approximately 50 per cent of the shipments of grain made by farmers' elevators in Iowa were on "consignment" and the other half were "to arrive" and "track" sales. In the case of private elevators the percentage sold "on consignment" was greater than 50 per cent. This shows that unless hedging in futures was practiced, many elevators were assuming the risk of price fluctuations themselves on much of the grain purchased.

No method has been devised as yet which will give 100 per cent protection at all times against loss from price changes. Hedging by means of purchases or sales of futures may reduce losses due to price changes, but it does not entirely eliminate them. Even tho an elevator practices "close hedging," it, nevertheless, can sustain losses due to the fact that the spread between cash grain prices and futures prices does not always remain the same. When such a loss is sustained by an elevator which had properly hedged grain bought for its own account or grain sold which was left for storage by the farmer, it can not be said that it is due to speculation on the part of the local elevator.

Observations made reveal that it has been too common a practice for elevatormen, who use the futures market for hedging, to "follow" the market, i.e., to vary sound hedging procedure in the hope of making more than the normal operating margin. For example, if the operator does not "buy in" the future when the grain shipped "on consignment" has been sold by the commission house in the terminal market, the hedge becomes a speculative transaction. He is then speculating on his belief that the market will go lower and permit him to make an additional profit before "buying in" his future. On the other hand, a manager may buy grain for the elevator's own account and hold it without making an offsetting sale, thus speculating in cash grain.

Elevators that speculate in cash grain are apt to make greater profits or sustain greater losses than the elevators that practice close hedging, depending upon the ability of the manager or the directors to forecast price movements accurately. Of course, in periods when prices are exceedingly low, especially if below the average cost of production, one can readily understand why elevatormen may be inclined to speculate on the cash grain purchased rather than hedge it in the futures market.

The storing of grain for farmers by country elevators is a hazardous undertaking unless the elevators have ample storage space, cleaning and conditioning equipment and are able to secure reasonable charges for the service. According to a study made by the Iowa State College of Agriculture, apparently from 9 to 16 per cent of the purchases of grain made by farmers' cooperative elevators is stored by them. The purchase of futures to cover customers' grain shipped and sold incurs risks which are out of proportion to the financial returns received for the service rendered.

If the elevator manager follows a "close hedging" policy, his profits may not be as large at times as his non-hedging competitor, but, on the other hand, his risk of loss is not as great. If a hedging policy is not followed, especially on declining markets, the elevator must have adequate reserves to absorb the losses sustained.

## Webster Manufacturing, Inc.

Webster Manufacturing, Inc., is the new name of The Webster Manufacturing Co., which grows out of a reorganization effective Jan. 19. Kenneth H. Waterfield, trustee during the reorganization proceedings, is the president, and the organization retains its same sales staff, and its branch offices in New York, Chicago, Philadelphia, Pittsburgh, Buffalo, Cleveland, Cincinnati, Detroit, and Bloomington (Ill.).

One of the largest of the manufacturers of grain handling machinery, the company continues to operate its two subsidiary plants, Weller Manufacturing Co. at Chicago, and Webster-Brinkley Co., at Seattle, Wash.

Executive offices of the company, which were moved to the Tiffin, O., plant some time ago, will continue at Tiffin, where L. A. Scheck heads the sales force.

Only 15% of the farmers who seed alfalfa or clover, grow alfalfa or clover for seed.



## Grain Carriers

New box cars placed in service during 1938 totaled 10,530 against 56,541 in 1937, as reported by the Ass'n of American Railroads.

The Midwest Shippers' Advisory Board re-elected its old officers at its meeting Jan. 12 at Chicago: W. Y. Wildman, Chicago, chairman; alternate, Geo. M. Cummins, Davenport, Ia., and R. V. Craig, Chicago, general sec'y.

Grain and grain products were loaded into 29,324 cars during the week ended Jan. 7, against 39,672 cars during the like week of 1938, as reported by the Ass'n of American Railroads.

During the year ended Nov. 1, 1938, the Interstate Commerce Commission granted 123 applications for abandonment of 69 miles of main line and 1,050 miles of branch line of Class I carriers, together with 895 miles of short lines.

Storage and warehouse services at less than cost can not be furnished shippers by seven railroads operating at the port of New York. The order by the Interstate Commerce Commission forbidding the below cost services has been approved by the Supreme Court of the United States.

Feb. 5 is the effective date of the readjustment of the proportional rates from Chicago and related gateways to points in Central Freight Ass'n territory on grain and grain products originating in, or manufactured from grain originating in Trans-Mississippi River and Northwestern territories.

The Commodity Credit Corporation, altho doing business with money coming from the government, is not the government, and can not ship wheat at the one-half rate available to the government over land-grant railroads. In computing the loan value of the wheat allowance was made for the full freight charge to seaboard terminals.

While the export rates from Illinois and the west to the seaboard have been reduced, nothing has been done about the rates from Ohio. The railroads claim there is no reason for reduction as they have no competition from water routes. They overlook the fact that the trucks are a bigger menace than water routes to them, and the trucks are getting the business. There is no doubt that a reduction in export rates would be of great benefit to the grain trade and application for said reduction has been made to the proper authorities.—W. W. Cummings, sec'y Ohio Grain, Mill & Feed Dealers Ass'n.

## Federal Control of Intrastate Rates

The com'te appointed by the president to submit recommendations on the general transportation situation has recommended that

"(a) It should be provided that, in any general application of the carriers to the Interstate Commerce Commission for a revision in rates there may be put in issue initially the matter of State rates, so that the Interstate Commerce Commission, when it comes to decide the application as to interstate rates, may, after due notice and hearing, also make an order requiring the State rates to conform to the interstate rates, where such conformity is necessary to avoid undue interference with interstate commerce. Such a change would prevent many of the expensive delays which have accompanied Section 13 proceedings.

"(b) It should be provided that where a State is undertaking to revise intrastate rates, the Commission may suspend such action of the States, pending full investigation upon a prima facie showing that such proposed change would unlawfully discriminate against interstate commerce."

## Wrecker Named for Interstate Commerce Commission

In conformity with his policy of appointing opponents of law enforcement to the Supreme Court the president has nominated for membership on the Interstate Commerce Commission as successor to B. H. Meyer, whose term has expired, Thomas R. Amlie, whose record indicates opposition to the established order of society. He is an ultra-radical.

Wm. D. Carroll, chairman of the Democratic state central com'te, speaking at Racine, Wis., Jan. 22, said:

"Amlie is disqualified from taking the necessary oath of office for this position on the basis of his previously expressed views against private ownership of railroads and other essential industries. He is one of the most insistent spokesmen of those radicals who are against the American scheme of things."

## Government Competition with Railroads

The com'te appointed by the president to consider the general transportation situation recently reported that:

"Congress authorized the Inland Waterways Corporation to issue \$15,000,000 of capital stock in exchange for funds from the Federal Treasury. Actually, \$12,000,000 of capital stock was issued, while the authorization for the remaining \$3,000,000 was cancelled in 1937. In addition, the government turned property over to the corporation in 1924 valued at some \$13,886,000. The government receives no return on any of this investment.

"During its fourteen years of operation, the Inland Waterways Corporation has averaged a net operating deficit of \$12,773 per annum. Because the operations are carried on by the government, the reported expenses do not include many items of expense that a private operator would pay. The Corporation pays no property, income, or other taxes. Being a Federal agency, it does not pay postage on mail matter, receives certain telegraph allowances, and does not include in its accounts many expenses met by other Government departments. These additional charges which a privately-owned corporation would pay average not less than \$85,000 per year. If such charges had been met by the Corporation, the annual net operating deficit of the Federal Barge Lines, 1924 to 1937, would have been about \$98,000.

"The Federal Barge Lines also enjoy a subsidy in that Government funds have provided and maintained, and continue to maintain, the waterway over which the service is performed. If the Barge Lines paid a reasonable share of the maintenance cost, as well as an allowance for interest on river improvements for transportation, its net operating deficit for the fourteen-year period would have averaged \$3,951,000 annually.

"In addition, this government corporation has been wholly financed with public funds none of which have been returned to the Treasury, and on which the government receives no return whatever. Instead, the corporation has invested certain of the funds received from the government in marketable securities the income from which is utilized in part to offset its operating deficits.

"Because of large government expenditures for improvement and maintenance of inland waterways, traffic increased from 9.5 billion ton-miles in 1926 to about 16.5 billion ton-miles in 1937. The bulk of this increased business was diverted from steam railways, which already had and still have sufficient facilities to handle the traffic at a lower overall cost."

## Northeastern Indiana Ass'n Elects Old Officers

All old officers were re-elected at the annual meeting of the Northeastern Indiana Hay & Grain Ass'n in the Chatterbox Room of the Anthony Hotel, Fort Wayne, the evening of Jan. 11. They are O. E. Hull, South Whitley, president; Roy T. Masburg, Warren, vice president; Chris G. (Pop) Egly, Fort Wayne, sec'y-treasurer.

Sixty-one delegates, including 10 ladies, were present for the steak dinner that preceded the meeting. In the absence of the president, Harry Dinius, Roanoke, presided at the session that followed the dinner.

Sec'y Egly reported the treasury of the ass'n filled with sufficient funds to carry out ass'n activities for 1939, and that the dues of the organization's 80 members had been advanced for one year.

President Barnes, and Sec'y Fred Sale, of the Indiana Grain Dealers Ass'n, were present, and both spoke briefly with particular reference to state legislation that has been proposed for consideration at the current session. Some of this legislation the state ass'n favors, some of it is not favored.

Max Kraus, Fort Wayne seedsman, anticipated a good season in field seeds, with gradually advancing prices on most kinds.

Unequal freight rates and truck traffic by itinerants who disrupt normal trade areas received consideration but no conclusions.

Several terminal market representatives were present, including Lew Hill and Ed K. Shepard from Indianapolis, and Harry DeVore, "Woody" Woodman, and Al Schultz, from Toledo, some of whom spoke briefly about current grain markets, market prices, and movement.

Ten per cent of alcohol made from grain must be mixed into all gasoline sold in Nebraska under a bill introduced in the state legislature by Senator Frank Sorrell of Syracuse.

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# Feedstuffs

Bred ewes require  $3\frac{1}{2}$  to 4 times as much protein per pound of body weight as beef cows. They need as much protein per 100 lbs. body weight as a good 1,000-lb. milk cow giving 50 lbs. of 4 per cent milk daily.—Mc-Millen Feed Mills.

Seattle, Wash.—The following have been elected to membership by the directors of the Pacific Northwest Feed Ass'n: Windus Feed & Seed Store, Longview; Pullman Grain Growers, Inc., Pullman; Maurer Bros. Feed Store, Goldendale, and William P. Reese, Yakima.

Distillers' dried grains production totaled 14,600 tons during December, a decline of 1,000 tons from the November output, reports the Bureau of Agricultural Economics. December production amounted to 14,400 tons in 1937, 25,700 in 1936 and 18,700 tons in 1935. Production for the 6 months ended December 31 aggregated 73,300 tons this season against 65,200 tons in 1937-38, 134,500 in 1936-37 and 96,400 tons in 1935-36.

Alfalfa meal production in December increased to 25,000 tons, compared with 22,000 tons in November, reports the Bureau of Agricultural Economics. Practically all meal was produced from sun-cured hay. The December output totaled 24,000 tons in 1937, 34,000 tons in 1936, and averaged 18,000 tons in the three previous years. Production for the seven months ended Dec. 31 aggregated 190,000 tons, against 220,000 in 1937-38, 224,000 in 1936-37, and an average of 152,000 tons for the three previous seasons.

Des Moines, Ia.—The legislative committee of the Independent Feed Dealers of Iowa at a recent meeting recommended introduction of a bill in the state legislature setting aside feed tax money to be used only for enforcement of feed, seed and fertilizer laws; adopting official definitions of the Ass'n of American Feed Control Officials; adopting the uniform feed registration certificate as approved by the officials' ass'n and the American Feed Manufacturers Ass'n; clarifying the provision of the law regarding sugar content of molasses.

An all-mash ration containing 6-7 p.p.m. of manganese, was supplemented with manganese sulphate in an effort to determine the manganese requirement of the chick. A minimum of 30 parts per million of manganese added to the diet was necessary for good growth and for the prevention of slipped tendons. Lower quantities allowed the incidence of an appreciable percentage of slipped tendons. The degree of bowing of the legs was inversely proportional to the content of manganese in the feed up to about 30 p.p.m. Even 646 p.p.m. of manganese in the ration was not toxic, according to W. M. Insko, Jr., and others in the Journal of Nutrition.

Two experiments were run by C. M. McCay, Henry Paul and L. A. Maynard with lactating cows to determine the effect of feeding hydrogenated cod liver oil on the secretion of fat. In contrast to the original oil, the hydrogenated product neither lowered the fat percentage of the milk nor significantly raised the iodine number of the butterfat. Similarly this hydrogenated oil did not produce muscle lesions in guinea pigs in 60 days. The feeding of from 0.5-1 lb. of dried yeast daily with the usual amount of cod liver oil did not counteract the lowering of the milk fat caused by the oil in lactating cows. Salmon oil does not react like cod liver oil and the injurious fat, if present at all, is in very low concentration.

Atlanta, Ga.—A bill taxing dry milk one cent per pound is to be introduced in the legislature.

Vancouver, B. C.—An inquiry into the price of grain screenings is being fathered by Mayor J. Lyle Telford, who has a promise of a formal investigation by the Board of Grain Commissioners, some time next month.

Minneapolis, Minn.—At the dinner meeting of the Northwest Feed Mfrs. & Distributors Ass'n, Jan. 10, Pres. George Smith appointed three committees on state legislation, donations and membership. Stan Nelson is chairman of the membership committee, Warren Plummer chairman of the committee to consider requests for donations, while the committee on state legislation has two chairmen, Chas. McCartney for Minnesota, and E. J. Cashman, New Richmond, Wis., for Wisconsin. Motion pictures, with sound, of a trip to Hawaii were exhibited by A. L. Stanchfield of Minneapolis.

Seattle, Wash.—Licenses of the following dealers have been revoked by the Department of Agriculture, or licenses refused them, within the last month or so, for the reasons indicated: C. F. Bailey, Waterville, failure to meet obligations; Crocker Bros., Wenatchee, failure to make proper accounting and payment for produce; H. Daniels, Everett, fraudulent dealing; George H. Ferguson, Waterville, failure to make prompt payment; Robert Mobbs, Wenatchee, failure to appear to answer charges; H. L. Washburn, Waterville, issuance of NSF checks, and Oscar Klang, Ellensburg, issuance of NSF checks.

### Feed Inspection in Massachusetts

During the year ended Sept. 1, 1938, 1,721 samples of feeding stuffs were analyzed by the Massachusetts Agricultural Experiment Station at Amherst, Mass., as reported by Philip H. Smith in Bulletin No. 94 of the Massachusetts State College.

Mr. Smith states that: The results of the inspection indicate an average high quality for the goods offered. The fact should be borne in mind, however, that inferior feeds may be sold which conform to every requirement of the feeding stuffs act, and that about all the act can expect to accomplish is thru correct labeling, to furnish the purchaser with information which will enable him to purchase wisely for his needs.

During the past season, acting in cooperation with the Federal Food and Drugs Administration, eight cars of feed consisting for the most part of ground oats and oat products were seized and withdrawn from the market on account of suspected adulteration. The case against the shipper is still pending.

In order to determine the Vitamin A potency of alfalfa and alfalfa leaf meal found in dealers' stocks, some thirty samples were drawn by our inspector and subjected to tests by the nutrition laboratory. The results are published in this bulletin. Wide variations were found. Due to the fact that these products may be entirely satisfactory when originally shipped and then thru age and improper storage lose much of their vitamin value, the names of the shippers are not given.

Recent research has indicated that a deficiency of manganese in chick rations may give rise to slipped tendons and other poultry disorders. For this reason many manufacturers are now adding small amounts of manganese sulphate to their feeds. We have made an attempt to discover the normal manganese con-



tent of commercial poultry rations and have also determined the manganese content of the ingredients ordinarily used in making such rations. Our results are found elsewhere in this bulletin. As so much depends upon individual conditions under which chicks are raised, it is not believed to be possible to state with any degree of accuracy the minimum manganese content necessary in a ration.

A considerable proportion of the cottonseed meal found was off in color and did not therefore conform to the grade of the National Cottonseed Products Ass'n under which it was sold. While dark color in cotton seed meal may not indicate an injurious product if the color is due to causes other than rotting and fermentation, the fact remains that a National Ass'n has established recognized grades in which color is one of the factors which should be recognized, not only in dealings between individual members of the Association, but by other jobbers and dealers to whom they sell. "Off color" meal is or should be sold at a discount.

Much feed is sold in Massachusetts mixed to formula furnished by the buyer. Competition is keen and occasionally such mixtures are sold at a price which allows nothing for profit or overhead if the ration is prepared as ordered. Buyers should beware of such prices. The Massachusetts Feeding Stuffs Act affords no protection to the purchaser of mixed-to-order formulas except as to basic ingredients used.

Storage butter stocks were at an all time high Jan. 1, and three times larger than a year earlier, promising trouble for the government buying agency, the D. P. M. A., which purchased in 1938 113,740,000 pounds to hold up prices, only 6,232,000 pounds of which has been disposed of for relief distribution.

## Feed Prices

The following table shows the closing bid price each week for March futures of standard bran and gray shorts, spot cottonseed meal and No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midds	Bran	Shorts
Oct. 1.....	13.50	16.00	12.50	14.00
Oct. 29.....	13.50	14.50	13.25	15.50
Nov. 12.....	15.00	15.50	14.25	16.25
Nov. 19.....	15.50	15.50	14.00	16.25
Nov. 26.....	15.00	15.50	14.00	16.20
Dec. 3.....	15.50	15.50	14.00	16.60
Dec. 10.....	16.00	17.00	15.00	17.00
Dec. 17.....	16.75	17.50	14.90	17.40
Dec. 24.....	16.50	17.25	14.90	17.40
Dec. 31.....	17.50	18.25	15.35	17.50
Jan. 7.....	19.00	18.50	15.70	18.00
Jan. 14.....	18.25	18.00	15.50	18.25
Jan. 21.....	18.50	18.50	15.60	18.10

	St. Louis*		Chicago	
	Bran	Shorts	Soybeans	Meal
Oct. 1.....	15.80	16.60	76	27.00
Oct. 29.....	16.50	17.40	71	22.50
Nov. 12.....	17.40	18.20	74 1/4	23.20
Nov. 19.....	17.00	18.10	73 1/4	23.50
Nov. 26.....	17.50	18.25	75 3/4	25.20
Dec. 3.....	17.25	18.50	77 1/4	25.00
Dec. 10.....	18.30	19.25	82	26.00
Dec. 17.....	18.00	19.35	81	26.70
Dec. 24.....	18.15	19.25	81	26.50
Dec. 31.....	18.50	19.60	82 3/4	26.70
Jan. 7.....	19.00	20.00	84 1/2	26.70
Jan. 14.....	18.90	20.40	85	26.20
Jan. 21.....	18.90	21.25	83 3/4	26.00

	Ft. Worth		Kansas City		Chicago
	Cottonseed	Meal	City	Alfalfa	
Oct. 1.....	24.00	21.50	18.75		50
Oct. 29.....	27.00	20.25	18.50		45 1/2
Nov. 12.....	27.00	22.00	19.00		49
Nov. 19.....	27.00	22.00	19.00		47
Nov. 26.....	27.00	22.25	19.00		49 1/2
Dec. 3.....	27.00	22.35	19.00		49
Dec. 10.....	27.00	22.50	19.00		53 1/2
Dec. 17.....	27.00	23.25	19.00		61 1/2
Dec. 24.....	27.00	23.00	19.00		52 1/4
Dec. 31.....	27.00	23.00	19.00		53
Jan. 7.....	27.00	23.00	19.50		53 3/4
Jan. 14.....	27.00	23.00	19.75		52 1/2
Jan. 21.....	27.00	22.50	19.75		52

\*St. Louis bran, basis Chicago delivery; shorts St. Louis delivery.

## Feeding Value of Hybrid Corn?

By C. C. CULBERTSON, Iowa State College.  
Is hybrid corn equal in feeding value to open-pollinated varieties?

The answer the farmers get is that feeding value of most of the hybrids appears to be on a par with that of the open-pollinated varieties.

Some of the farmers question the feeding value of the hard, flinty hybrids. It is possible that some of these may be hard enough that they should be cracked for best results. But those of medium hardness when fed in the shelled form have given good results at Ames.

No direct comparisons have been made in the feeding value of hybrids. Hybrid corn has been used, however, in some of the feeding tests with cattle. The gains and feed requirements in these instances were comparable with those obtained when similar rations were used in which open-pollinated corn had been fed.

A good many feeders have asked whether hybrids are as palatable and as efficient for growing and fattening pigs as open-pollinated corn. Tests at the Iowa Station several years ago throw some light on this, altho it was not a comparison of open-pollinated and hybrid corn.

In these tests corn of different degrees of hardness were fed to fall pigs from soon after weaning until the pigs reached 250 pounds. There were no significant differences in the palatability of the corn of the different degrees of hardness, nor in the results obtained.

There are good reasons to believe that hybrids and open-pollinated corn of the same hardness will give similar results in the feed yard.

## Animals Need Cobalt

The theory that animals need small amounts of cobalt for adequate nutrition is now borne out by a mass of evidence accumulated by E. J. Underwood of the Wisconsin Experiment Station.

There are good reasons for suspecting the effectiveness of iron in overcoming certain deficiency diseases may be at least partly due to the cobalt which it carries as a contaminant. This would explain why it is necessary to use relatively large doses of iron. Underwood has assayed many samples of iron salts used in medicine, and invariably found them to contain some cobalt.

Another way of getting at this problem is by analyzing soil, plant tissues, and animal tissues from areas where deficiency diseases of animals are troublesome under farm conditions. Underwood has followed this procedure with samples brought from affected regions in his native Australia. Very striking findings have been made which can be summarized as follows:

In analyzing 22 samples of surface soil from regions where animals often become sick with the malady known as "enzootic marasmus," Underwood found the cobalt content averaged only 0.6 parts per million on an air dry basis. For 27 samples of typical healthy soil types found nearby, the average cobalt content was 9 times as high, or 5.6 parts per million.

The average cobalt content of 7 affected pastures was 0.04 parts per million, in comparison with 0.16 for 11 healthy pastures.

The livers of 10 affected sheep had an average cobalt content of 0.06 parts per million, while those of 10 healthy sheep averaged 0.28.

That the amount of cobalt in the soil influences the percentage in grass grown on the land was shown in an experiment. Top dressing typical "sick" pasture soil with 0.5 lb. of cobalt acetate raised the cobalt content of the grass to a higher level than that of average healthy pasture.

These findings may be of significance in many local areas in the United States where animals develop mysterious deficiency diseases. From Florida, for example, it is reported that application of iron, copper, and cobalt remedy a soil condition which causes "bush sickness" in animals grown on the crops produced.

## Cattle on Feed

The number of cattle on feed Jan. 1 for market in the 11 corn belt states was 7 per cent larger than the number on feed at the beginning of 1938, it was estimated by the Bureau of Agricultural Economics. This increase in the corn belt was partially offset by decreases in most other important feeding areas.

The estimated increase of 7 per cent in the number of cattle on feed in the corn belt on Jan. 1 follows an estimated increase of 15 per cent made a year ago. These two increases, however, will not bring the volume of cattle feeding in the corn belt up to that in years of large corn production prior to the drought years. The number on feed this year in the eastern corn belt, however, is the largest in many years, but the number in the western corn belt is still below the numbers fed in most years before 1934.

The estimated number of sheep and lambs on feed Jan. 1 in the Western States (including North Dakota, Texas and Oklahoma) was 2,568,000 compared with 2,740,000 on January 1 last year, a decrease of 172,000 head or about 6 per cent. The largest decreases were in Colorado and Utah. The estimated number in Colorado on January 1 this year was 1,090,000 head, compared with 1,185,000 head on Jan. 1, 1938.

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## N-W Feed Men Meet at Mankato

The largest and most successful meeting of the Northwest Retail Feed Ass'n was held at the Hotel Saulpaugh in Mankato, Minn., Jan. 16 and 17 with 151 members registered and 200 persons, including ladies, at the banquet. Of those present 70 were retailers.

W. L. LEDINE, Bethel, Minn., called the meeting to order as retiring president.

### Sec'y W. D. Flemming's Report

W. D. FLEMMING, Minneapolis, in his report as sec'y was happy to refer to the progress made by the Ass'n since he became sec'y four years ago. He said:

In point of membership, accomplishments, finances and general interest your association is at the highest peak so far attained.

The most noteworthy accomplishment which your organization has completed since the last convention in May, 1938, is the successful culmination of its Feed-Store-in-a-Box-Car Idea. While we did not get everything that we asked for, we did secure a definite loosening of the railroads' shipping requirements.

Shortly after the 1938 convention adjourned your secretary and Director L. J. Weidt, appeared before the Minnesota Lines Com'te and offered three proposals. We offered them on a basis of helping the retail dealer and also affording more business to the railroads. We were given a courteous hearing and evidently our remarks created considerable interest. These proposals were:

- (1) To reduce the minimum weights on cars of feed from 20 tons down to 12 or 15 tons.
- (2) To allow cars to be stopped for partially unloading at a charge of \$3.25 and demurrage to begin 24 hours after the car is spotted.
- (3) To allow the shipment of any number of feed items in a car with each item bearing its own particular carlot rate and the weights of the commodities being used to make up the minimum weight.

We asked for these proposals on an intrastate, or wholly within Minnesota, basis, but because of the far reaching effect of these proposals this was impossible, and the Minnesota com'te referred it to the Western Truck Lines at Chicago. Proposals 1 and 2 were turned down by the Minnesota group but they recommended the adoption of Proposal 3 and I am pleased to report that this will become effective on Feb. 1 over all Western Truck Line territory.

### FINANCES

April 30, 1938, balance.....	\$ 221.68
Receipts to and including Jan. 14, 1939..	1,031.26
Total .....	\$1,252.94
Expenses .....	848.38
Balance Jan. 14, 1939.....	\$404.56

**Membership.**—Your association has gained sixteen new members since the last convention but has lost eight through retirement from business, resignation, and other causes. The only fly in the ointment is that thirteen for one reason or another have failed to pay their dues.

I must again point out that the maintenance and increasing the membership must to a large degree depend on the members themselves. Minnesota is a large state and it is an impossible task for the secretary to call on the dealers in the entire state. Every retail man here has some neighboring dealer who would become a member if addressed properly.

The salesmen traveling for the various feed and supply firms have been responsible for more new members than have the retailers themselves. We owe these boys on the road a debt of gratitude for their good will and active support, but it is a reproach to the retailers themselves to have salesmen outdoing them in the work of building up their organization.

**Fair Trade Practices.**—Since our last convention we have had three complaints of unfairness against members of the wholesale industry. All of these have been settled to the extent that the difficulties have been ironed out and the parties against whom complaints have been lodged have agreed to change their practices.

You will be pleased to know that the Northwest Feed Manufacturers & Distributors Ass'n has established a Fair Trade Practice Com'te. This group is headed by Roy E. Peterson, manager of the feed department of the Pillsbury Flour Mills Co. This wholesalers' committee is little past the organization stage as yet but has as its purpose the establishment of better relations not only among wholesalers but with the retail trade as well.

**Itinerant Peddler Bill.**—Your association in co-operation with the Northwest Retail Coal Dealers Ass'n, the Northwestern Lumbermen's Ass'n, the Northwest Country Elevator Ass'n, the Minnesota Farmers Elevator Ass'n, the Western Grainmen's Ass'n, and the Southern Minnesota Managers Ass'n is sponsoring a bill to license and thereby regulate itinerant peddlers who operate by motor truck. It is unnecessary to tell you of the numerous cases of fraud that have been perpetrated by dishonest truckers. We have a just cause of complaint against these fly-by-nighters, but I do not believe our bill will be considered unfair to the trucker who conducts his business fairly and squarely.

You will be interested in knowing that a similar bill will be or has been introduced before the legislatures of Iowa, North Dakota, South Dakota, Missouri, Kansas, Illinois, Oklahoma, Texas and I believe Indiana and Ohio.

Our bill has been introduced into the Minnesota Senate and is docketed as Senate Bill 49. It will be introduced into the House of Representatives at today's session and we will be able to give you the House number this afternoon or evening.

The com'te charged with drawing up the bill and those who have seen to having it introduced have done their part of the work. Now it is up to the country dealers to determine whether or not this bill shall become a law. If you give it support, we shall have a law licensing itinerant truckers. If you lay down on the job your com'te has wasted a good many hours' work and the ass'n is out a considerable sum of money.

Pressure tactics will get this bill enacted into law and we must have pressure tactics of the right kind if we are to be successful. A letter from constituents means a great deal to the men down in the legislature.

Your job is this:

- (1) Write your representative and senator urging them to get behind this bill.
- (2) Have your wife and children write them.
- (3) Have your friends and relatives urge its passage.
- (4) Have your home town merchants urge your legislators to support the measure.
- (5) Secure a resolution of approval from your local commercial or community clubs.

If you don't think this is effective, remember that the employees of the Watkins Products Co. at Winona blocked our truck bill last year by just such tactics.

**Entertainment.**—We are indebted to the feed manufacturers, the machinery trade, and many others who supply retail dealers for their generous contribution of funds to provide the entertainment after our banquet this evening. They have been very kind and I know that you all appreciate this expression of their good will.

DR. T. W. GULLICKSON of the University of Minnesota conducted a feeding school for feed dealers by answering numerous questions.

L. L. GETTEN, of the Minnesota Poultry Congress Com'te, outlined plans for the Seventh World's Poultry Congress to be held at Cleveland, O.

OTTO F. BAST, Minneapolis, pres. of the

Grain and Feed Dealers National Ass'n, who had prepared an address on "National Affairs and the Retail Feed Man," was taken ill and his paper as read by James A. Gould of Minneapolis is published elsewhere.

O. J. LIBERT, Chicago, in charge of the wage and hour administration for twelve states, as area director, interpreted the wage and hour law.

L. J. WEIDT talked on "Auto Engines as a Source of Power."

C. H. HARVEY, Winona, spoke on "Grand Openings."

Tuesday's session opened with a talk on advertising and merchandising by Lloyd S. Larson of Mankato, followed by M. A. DeWerd of Olivia on "Portable Mill Operations."

### Resolutions Adopted

**Aid Dairy Industry.**—We realize that any effort put forth on behalf of our dairy industry is an effort on behalf of all our people and we strongly urge all our members and every community to join in the constructive Crusade for the prosperity of farm, town and city.

**Approve Truck License Bill.**—Whereas, there has been introduced into the Minnesota Senate and House of Representatives, a bill to license and thereby regulate itinerant truckers, and this association has gone on record as approving this bill.

**Wholesale and Retail Differential.**—Your resolutions committee recommend that the chair appoint a com'te of three to study the question of what constitutes a fair differential between a wholesale and a retail price and that having formulated such a fair differential that it submit its findings to the board of directors for further action.

**Townsend for Interstate Commerce Commission.**—Resolved, that this association endorse Frank Townsend of Minneapolis and urge his appointment to the Interstate Commerce Commission.

The members voted to make two changes in the constitution:

To delete the portion which forbids the president to serve more than one consecutive term.

To make past presidents ex-officio members of the board of directors with full voting power. Provided, however, that the number of such ex-officio directors shall not exceed eight and in the event there are more than eight past presidents the senior shall be dropped from the board.

L. H. Patton, Jr., manager of the Farmers & Merchants Milling Co. at Glencoe, Minn., was elected president.

M. A. DeWerd, owner of the DeWerd Milling Co., operating plants at Olivia, Cottonwood, Danube, Morton and Clara City, was elected vice-president. His headquarters are at Olivia, Minn.

Directors are: H. R. Spies, Preston, Minn.; C. H. Harvey, Winona, Minn.; L. J. Weidt, Minneapolis; Axel Larson, Barnum, Minn.; P. H. Gust, Henning, Minn.; M. A. DeWerd, Olivia, Minn.; R. M. Serkland, St. James, Minn.; Paul Klaverkamp, Mankato, Minn.

Adjourned *sine die*.

Soybean oil meal is the most highly digestible protein supplement we have today.

Soybean oil meal is more palatable and produces faster gains than other protein concentrates or soybeans.

The North Dakota State Mill and Elevator at Grand Forks has purchased this year 300,000 bus. of light weight wheat in its campaign to provide a market for the light grain.

### Vitamins Retained

By the recently discovered system of reduction and concentration known as "molecular distillation," scientists in Great Britain are saving the vitamins in fish livers and other material that would otherwise be wasted.

The old system of concentrating materials by boiling destroys most of the vitamins. The new process retains them, according to explanations before a conference of the Society of Chemical Industry. By the new process, the feed industry is freed from dependence upon the limited supply of cod and halibut for vitamin A.



L. H. Patton, Jr., Glencoe, Minn., Elected President.



# Poultry Feeds and Feeding

**Washington, D. C.**—Trade practice rules for the baby chick industry have been promulgated by the Federal Trade Commission as of Dec. 31.

**Fort Worth, Tex.**—The Texas Poultry Federation was organized at a meeting of feed dealers Jan. 16 and 17, with A. H. Demke of Stephenville, sec'y.

**Portland, Ore.**—The Oregon Poultry Council, at a recent meeting, unanimously approved a recommendation to the state legislature for an appropriation of \$15,000 for the biennium for Oregon State College Poultry Research work.

## Phosphorus Metabolism of Chicks Afflicted with Perosis

A. C. Wiese, B. C. Johnson, C. A. Elvehjem, and E. B. Hart, of the College of Agriculture, University of Wisconsin, report that perosis (slipped tendon) in chicks first described by Hunter and Funk, has been studied by a number of investigators, and recently Wilgus, Norris and Heuser have shown that the affliction can be corrected by raising the level of manganese in the ration. This observation has been confirmed by a number of investigators.

The disorder is characterized by a bowing of the legs in the tibia-metatarsal joint, enlargement with a tendency toward flattening of the joint and finally slipping of the Achilles tendon from its normal position. Perosis has been produced by the feeding of high levels of calcium phosphate—3 to 5 per cent of the ration. Our ration for producing this condition is given in Table 1.

The addition of 50 milligrams of manganese as  $MnSO_4 \cdot 4H_2O$  per kilo of the above rations protects the chicks from perosis. Injection of 1, 3, 10 or 50 milligrams of manganese per week, in two equal doses, also protects on ration 604. No data involving injection are as yet available with ration 610. Rice bran fed at the level of 15 or 20 per cent protected on ration 604. Autoclaved rice bran failed to protect. The ash of rice bran or the manganese equivalent to that of 15 or 20 per cent of rice bran also failed to protect when fed with ration 604.

Table 1

	Ration 604	Ration 610
Dried beef kidney 15.....	71	69
Dextrin 48.....	14	14
Crude casein.....	2	2
Brewer's yeast.....	5	5
Salts 1.....	3	5
$Ca_3(PO_4)_2$ .....	5	5
Alcoholic extract rice bran.....		
Percomorph oil—3 drops twice weekly		

These observations led to an investigation of the phosphorus distribution in the blood of normal and perosis birds as well as the phosphatase content of the blood and bone. It was found that the inorganic phosphorus of the blood remained constant in both normal and slipped tendon birds and at a level of approximately 4.7-5.6 mg. per 100 cc. of blood. The ester phosphorus was approximately 26-30 mg. per 100 cubic centimeter of blood in the case of perosis, while the total phosphorus ranged from 10 to 141 mg. per 100 cc. of blood.

In normal birds produced by feeding or injecting manganese, the ester phosphorus ranged from 32-44 mg. per 100 cc. of blood, while the total phosphorus varied from 100-132 mg. per 100 cc. of blood. The most characteristic feature of the phosphorus distribution in the normal and afflicted birds was a higher ester phosphate in the blood of the normal birds.

In respect to the phosphatase content of bone and blood of normal and slipped tendon birds, there was also a clear-cut difference. On ration 604—which produced 100 per cent slipped tendon—the phosphatase content of the blood ranged from 2.1-3.1 units per 100 cc. of blood

and from 3.6-7.7 units per gram of green bone.

In the birds protected by manganese feeding or injection at different levels, the phosphatase content of the blood varied from 15.9-51.3 units per 100 cc. of blood and from 8.5-10 units per gram of green bone. It is apparent that in the complex process of normal bone formation, a high inorganic calcium phosphate ingestion had depressed the phosphatase content of blood and bone, and at the same time there had occurred a lowering in the ester phosphate level of the blood.

It is possible that the autoclaving of rice bran, which is then rendered ineffective as a protective agent, is linked with a destruction of the phosphatases of the bran. Since rice bran is rich in phytin—the calcium-magnesium salt of phytic acid—we raised the question as to whether there was a possibility that inositol (a constituent of phytic acid) might be concerned in the ester phosphate increase observed in normal birds as compared with those afflicted with slipped tendon. Feeding inositol on ration 604 at a level of 5 grams per kilo did not protect against perosis. Injection of inositol at the rate of 50 mg. per week did not protect with ration 604. However, we have observed that with ration 610—containing 5 per cent of calcium phosphate—and supplemented with 20 mg. of manganese per kilo, there is no protection against perosis. The manganese level is not high enough. The ester phosphorus remains below 30 mg. per 100 cc. of blood and the phosphatase at 30 units per 100 cc. of blood and 6.4 units per gram of green bone.

When the chicks receiving ration 610 supplemented with 20 mg. of manganese per kilo were injected with 100 mg. of inositol per week, there was complete protection against perosis. The ester phosphorus rose to 34 mg. per 100 cc. of blood and the phosphatases of the blood to 40.5 units per 100 cc. With the same ration injection of 10 mg. of inositol or of 100 mg. of glucose per week did not protect.

We hesitate at this time to state definitely that the increase in ester phosphorus of the blood by injection of adequate manganese or inadequate manganese plus inositol resulted in the formation of inositol esters of phosphoric acid, but such a possibility may well exist. So far as we know, no one has isolated from animal tissue phosphoric esters of inositol, although they are known to exist abundantly in the seeds of certain plants. Free inositol itself is known to occur in muscle and brain; however, its function has not been disclosed.—*Science*.

## Heavy Feeding for Egg Production

Favorable weather, abundant feed supplies and a very favorable feed-egg price ratio continue to encourage heavy feeding for egg production. As a result new record high levels of egg production per layer and per farm flock were established for Jan. 1. The increase in the size of the farm laying flock during 1938 was the largest of record, with more potential layers on hand at the close of the year than for several years, as reported by the Bureau of Agricultural Economics.

The average number of eggs laid on Jan. 1 per 100 layers in farm flocks was 24.6 compared with 22.7 a year ago and the 10-year

(1927-36) average of 17.3. This is a new high record for Jan. 1, exceeding the previous high of last year by about 8 per cent and the 10-year average by about 42 per cent. New high records were indicated in all geographic areas. In the West North Central area about 18 per cent more eggs per 100 layers were shown, in the South Central about 10 per cent, in the East North Central about 7 per cent, in the far West about 3 per cent, in the North Atlantic about 2 per cent, and in the South Atlantic about 1 per cent. This is the third consecutive year the Jan. 1 record has been equalled or broken in all geographic areas.

## Alfalfa for Fowl Paralysis

Thos. H. Jukes and Sidney H. Babcock, Jr., of the University of California, report in the Journal of Biological Chemistry that alfalfa meal improves growth and prevents paralysis when added to a diet which produces a nutritional paralysis in chicks. It is more active in



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these respects than soybean oil and its activity is destroyed by autoclaving for 5 hours at 120°. The active factor is not extracted by hexane but is readily soluble in warm water and 40% alcohol but is insoluble in 90% alcohol. It is adsorbed to some extent by fuller's earth from aqueous solution at pH 5 and is eluted by a mixture of water, Me<sub>2</sub>CO and ammonia. Greater mortality and slower growth result when the diet is supplemented with the portion of the aqueous extract of alfalfa that was soluble in 90% alcohol or with charcoal eluates prepared from the aqueous extract or with 0.015% of nicotinic acid amide. Such results may be due to an antagonistic action between the components of the diet. There are two different forms of the same active factor or factors since protection against paralysis is given by either a fat-soluble fraction prepared from soybean oil or by a water-soluble fraction prepared from fat-extracted alfalfa meal.

## Protein, Fat and Fiber Standards

The Association of Southern Feed Control Officials, meeting at Washington, D. C., has adopted the following percentages as the standards for protein, fat and fiber, respectively, in mixed feeds:

Horse and mule feed, 9.0, 2.0, 15.0.
Dairy or dairy cow feed (for production and does not apply to roughage feed, dry-cow feed, or fitting feed), 15.0, 3.0, 15.0.
Complete hog feed or ration (does not apply to hog supplements), 14.0, 3.0, 8.0.
Chick scratch feed, 9.0, 2.0, 4.0.
Poultry intermediate scratch feed, 9.0, 2.0, 4.5.
Poultry scratch feed, 9.0, 2.0, 5.0.
Poultry all-mash broiler ration, 17.0, 3.5, 8.0.
Chick starting mash, 17.0, 3.5, 7.0.
All-mash starting ration, 15.0, 3.5, 7.0.
Growing mash, 15.0, 3.5, 8.0.
All-mash growing ration, 15.0, 3.5, 7.0.
Starting and growing mash, 17.0, 3.5, 7.0.
All-mash starting and growing ration, 15.0, 3.5, 7.0.
Laying or egg mash (does not apply to poultry supplement), 18.0, 3.5, 8.0.
All-mash laying ration, 15.0, 3.5, 8.0.
All-mash poultry ration, 15.0, 3.5, 7.0.
Poultry fattening mash, 13.0, 3.5, 8.0.
Turkey starting mash, 18.0, 3.5, 8.0.
Turkey growing mash, 17.0, 3.5, 8.0.
Turkey starting and growing mash, 18.0, 3.5, 8.0.
Turkey laying mash, 18.0, 3.5, 8.0.
Turkey all-mash laying ration, 15.0, 3.5, 8.0.

## Pacific Feed Men Plan Legislation

The Board of Governors of the Pacific Northwest Feed Ass'n recently outlined to committees and officers its legislative policies.

The Board declined to take action on mandatory uniform sack weights and disapproved of putting mandatory uniform sack weights on poultry and dairy feeds into the law.

**Fish Meal.**—Resolved, that this Board is opposed to any legislation restricting or burdening the pilchard industry, particularly if this has the design or appears to threaten the effect of increasing the price of fish meal to users thereof.

**Mandatory Hay Inspection.**—Resolved, that it is the sense of this Board that it would be almost impossible to enforce mandatory hay inspection on truck shipments, and for that reason the Board cannot support such inspection until convinced that it can be successfully enforced.

**Truckers.**—The Board approved in substance a revision of the commission merchants' law to provide additional regulation of truck dealers in hay, grain and feeds. In particular, they approved a move to require such truck dealers to make a prepayment of a deposit against the business tax, to be registered with the State Tax Commission, to carry a manifest of cargo on all trucks, to carry liability and property damage insurance on all trucks, and to submit to certain other regulations already required of established dealers.

**Custom Mixing.**—The Board, disapproving of the feed control committee's more detailed resolution, adopted the following as instructions to that committee on this subject:

"Resolved, that it is the sense of this Board

that each person selling custom mixes or special mixes be required to keep a record of each such sale in a manner to be worked out by conference between the Department of Agriculture and the feed control committee, such record to be available for inspection by the Director of Agriculture or his duly authorized agent at any time."

## Fair Trade Practice Under California Law

Almost 60 Modesto plan dealers met on the evening of Dec. 21 in the court house at Modesto, Cal., with District Attorney L. A. Cleary and his chief deputy, who offered the full support of his office to assist dealers to enforce the Act.

The minimum resale agreement was revised to read as follows:

**Retail Dealer:** The definition of a retail feed dealer shall be: Such dealer shall have a license from the State of California. He shall have an established place of business open to the public during usual business hours, for each business day, in which he shall carry a stock of feeds, and he shall be actively engaged in the business of selling those feeds—and whose major interests must be in retail merchandising.

**Volume Discounts:** These minimum list prices are effective up to three tons. Special discounts of \$1 per ton on a sale of from three to ten tons delivered at one time. Same discounts apply on local as on terminal feeds. Ten tons or above to be open business.

**Open Business:** Agreed that sales of ten (10) tons or more defined as "Open Business" shall be limited to ONE kind of feed product, and such sales shall be delivered within ten days from date of purchase.

**Contracts:** Agreed that there shall be no more contracts used and that any sale of 5 tons or over shall be a bonafide sale for delivery within 10 days and all deliveries be made to consumer's own ranch or ranches.

**Second Hand Bags:** Agreed that maximum turn-in value paid for used second hand bags in good condition and without any holes shall be:

Own brand—Woven mesh bags. Five Cents
Own brand—Rolled barley bags. Four Cents
General alfalfa bags. Five Cents
Own brand—Dehy. alfalfa bags. Five Cents
Beet pulp bags. Three Cents
Common grain bags. Two Cents

**Price Guaranty:** To sell or offer to sell feed at a price guaranteed against market increase or decline is prohibited as an unfair trade practice.

**Special or Local Mashers:** Local mixers agree

## Imports and Exports of Feeds

Imports and exports of feedstuffs during November and for 11 months ending November, 1938, compared with the like periods of 1937, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs., except where noted otherwise:

	IMPORTS		11 mos. ending	
	November 1938	November 1937	November 1938	November 1937
Hay*	2,293	2,475	15,798	143,040
Coconut cake	9,795,928	7,088,203	74,125,533	1,425,718
Soybean cake	453,000	2,787,391	23,653,339	108,744,222
Cottons'd cake	526,000	1,125,090	5,216,326	38,854,902
Linseed cake	2,200,000	160,000	13,626,300	24,365,261
All other cake	618,946	273,690	15,847,840	48,948,351
Wheat fds.*	15,569	4,087	42,742	299,150
Beet pulp*	2,412	1,026	27,843	35,400
Tankage	2,194	3,208	25,632	44,276
Fish scrap	2,738	3,496	28,746	61,104
	EXPORTS		11 mos. ending	
	November 1938	November 1937	November 1938	November 1937
Hay	407	10,099	61,036	16,245
Cottons'd cake	...	5,754	27,077	22,272
Linseed cake	20,383	24,295	172,980	265,352
Other oil cake	981	...	15,616	1,314
Cotton seed meal	1,103	3,213	16,171	18,038
Linseed meal	734	1,072	8,225	17,355
Other oilcake meal	8,536	6,591	53,742	16,836
Fish meal	11	179	1,324	443
Mxd. dairy fds. & poultry fds.	812	540	9,328	3,592
Oyster shells	1,844	3,720	32,504	45,316
Other prepared & mixed fds.	298	951	12,582	3,930
Other fd. bran	1,484	2,213	24,533	7,503
Kafr, milo (bus.)	7,541	486	617,751	4,039

\*2,000-lb. tons.

to charge the regular minimum retail margins on each ingredient entering into their mashers and in "special" mixes, and to add a minimum of \$1.50 for mixing charge; plus the cost of new bags.

Local mixers on request agree to file their current mash and scratch prices with the Market Price Committee. Local manufacturers who wholesale for resale agree to support the same resale margins as applied to terminal mashers.

**Poor Lots:** Dealers holding poor lots of grain or feed which they must sell under list prices should inform committee before disrupting the local market. Such dealer may allow other retailers to handle portions of such stocks at 10 cents below prices quoted the consumers.

**Exchange Lists:** An exchange listing will be carried for dealers who are overstocked on some feed. This applies to seasonal or other feeds where the regular scattered demand could easily absorb such surplus without loss to the dealer.

**Price Cutting:** Report any price cutting, or sales below cost, to the committee before meeting such prices. Many complaints are found to be based on shoppers who report past purchases out of line with current markets. Confidence works two ways.

A cost survey form is now being worked out by the California Hay, Grain & Feed Dealers Ass'n to serve as a uniform means to get average costs from feed mixers, strictly feed retailers, and also job costs for rolling barley, cleaning, mixing or processing grains, etc. It will be taken up with dealers in each feed trade area, and only final figures showing "ton" dollar costs as against "expense" per cent to sales will have to be filed with district attorneys for each locality.

Recent meetings with district attorneys on the Unfair Practices Act have been held in Santa Cruz, San Jose, Petaluma, Hayward, Marysville, San Francisco, Bakersfield, Fresno, and Modesto.

The action taken at the Petaluma meeting expresses the general program future: 1. That the feed industry of Sonoma, Marin, Napa, and Mendocino counties hereby organize and agree to co-operate under the Unfair Practices Act. 2. That the District Chairman be authorized to appoint a committee representing the several feed trade areas and this committee shall work out the details of such program. 3. That the feed industry in this district agrees to individually co-operate with the Committee to establish minimum costs (thru a cost survey) for the trade, which information will be strictly confidential.

## Feed Inspection in Pennsylvania

Elmer E. Harter, Jr., director of foods and chemistry, of the Pennsylvania Department of Agriculture, Harrisburg, Pa., in a general bulletin 556 issued in December, 1938, states that during the year ending Dec. 31, 1937, 1,199 official samples of feeding stuffs were obtained by the Food Agents throughout the Commonwealth and of this number 1,157 were subjected to analysis in accordance with the provisions of the Pennsylvania Feeding Stuffs Law, Act of May 3, 1909, as amended.

Provision is also made for the analysis of special samples of feeding stuffs for residents of Pennsylvania only for a fee of \$1 per sample, and accordingly 446 special samples of feeding stuffs were submitted for analysis. The results of analyses of these special samples are not included in this report. The total number of official and special samples of feeding stuffs analyzed during the year 1937 was 1,603.

The 1,157 official samples analyzed were registered by 210 manufacturers and represented 16 classes and 904 brands as follows:

Of the 1,157 official samples analyzed, 199 or 17.20% were deficient in protein or fat and contained fiber in excess of the tolerances provided, 23 samples or 1.99% were found deficient in protein, 89 or 7.70% deficient in fat, and 125 or 10.81% exceeded guarantees for fiber.

Of the total number of samples analyzed, 1,105 represented proprietary mixed feeds, 19 being deficient in protein, 86 deficient in fat, and 123 containing excess fiber.

Microscopical examination of each sample was made in order to determine correctness of certified ingredients, and no serious evidences of adulteration were found.



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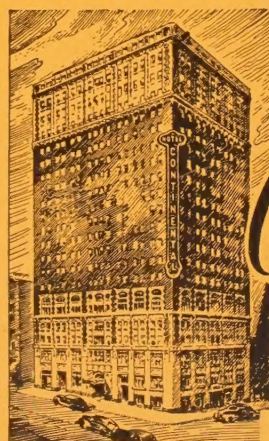
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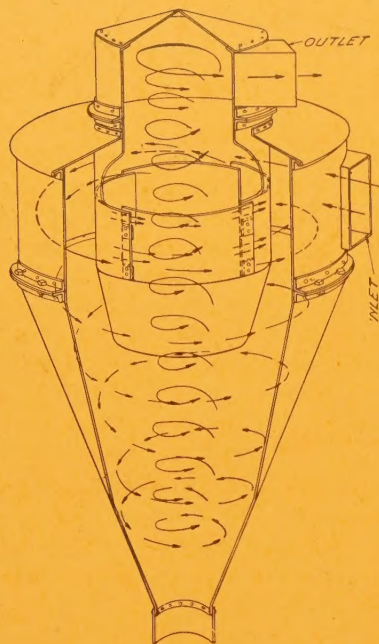
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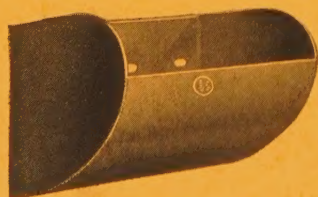
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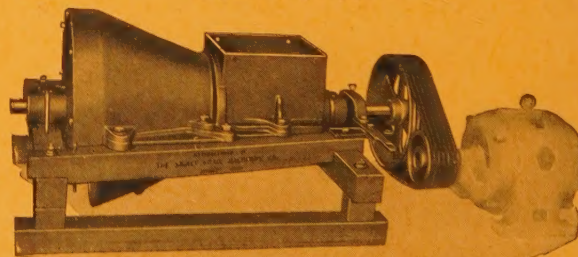
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